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THE CANADIAN TRADE COMMISSIONER SERVICE

# Canada's Trade Offices Abroad 1998-1999

*A new approach  
to helping you do  
business abroad*





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THE CANADIAN TRADE COMMISSIONER SERVICE

# Canada's Trade Offices Abroad 1998-1999

*The Trade Commissioner Service  
welcomes your feedback!  
Please call us with your comments  
or to locate officers with whom  
you have previously dealt.*

**1 888 306-9991**

*A new approach  
to helping you do  
business abroad*





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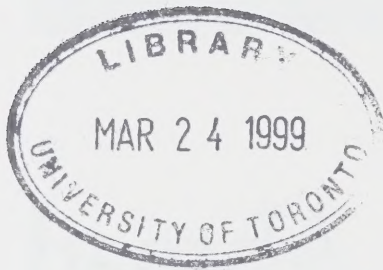
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## A WORLDWIDE NETWORK OF PROFESSIONALS

Over 300 Canadian Trade Commissioners work for Canadian business in over 100 cities around the world. As part of the Department of Foreign Affairs and International Trade, these Canadian Trade Commissioners work alongside Commercial Officers who know local customs and business practices. Their job is to promote the economic interests of Canada in the global marketplace.

They have expertise in:

- foreign market access
- international business contacts
- exporting
- foreign business leads
- investment in Canada
- licensing
- joint venture development
- technology transfer

They provide client-focussed services. Today's Trade Commissioners are well equipped to offer business the information and assistance to go head-to-head against the best companies in the world.

**Market Prospect** — We'll help you assess your potential in your target market. We may have market reports available for some sectors. *Should you need additional market research, we can refer you to local firms.*

**Key Contacts Search** — Need a list of qualified contacts in your target market? We can get it. These sources have the local knowledge you need to refine and implement your market entry strategy. *We'll let you know of any charges for access to specialized databases.*

**Local Company Information** — We'll provide information on local organizations or companies you have identified. *You will always be informed of any access charges to specialized databases. Credit checks are generally referred to specialized agencies.*

**Visit Information** — Once you decide to visit the country you want to do business in, we can provide practical advice on timing and organizing your trip. *Please use your travel agent to make appropriate hotel and travel arrangements.*

**Face-to-face Briefing** — One of our officers will meet with you personally to discuss the most recent developments in your target market and your future needs. *Simply notify our office of your visit at least two weeks before your departure.*

**Troubleshooting** — Do you have an urgent business or market access problem? Call us for help. *We cannot enter into private disputes or act as customs brokers, sales agents, collection agents or lawyers.*

### *Need more help?*

*Some of our offices abroad provide services in addition to those mentioned here. To find out more, contact the office in the country in which you wish to do business. Offices not offering the service you require can refer you to a qualified third party who will typically charge a fee.*



## HELPING COMPANIES THAT HAVE RESEARCHED AND SELECTED THEIR TARGET MARKETS

The Canadian Trade Commissioner Service works with companies that can demonstrate their commitment to succeed in the global marketplace. Whether you're a small or large company, new or experienced in foreign markets, you need to prepare for the challenges of international business. Trade Commissioners can help you.

To maximize your results with Trade Commissioners, follow these three simple steps:

### 1. Research and select your target markets

**Call Team Canada Inc 1 888 811-1119**  
**or do your research at [exportsource.gc.ca](http://exportsource.gc.ca)**

Get in touch with Team Canada Inc to access the Government of Canada's full range of international business development services. An officer can answer your questions about trade missions and events, market reports, export education, and financing, or can direct you to the right contact.

### 2. Register with WIN Exports — 1 800 551-4946

Trade Commissioners use WIN Exports as their client management database. It's your chance to let them know about your company. By registering with WIN, you will also make sure that Trade Commissioners can send you timely business leads.

### 3. Help us serve you better

Make sure you describe your company and your plans when contacting our offices abroad. To help you prepare, the following are typical questions asked by foreign clients and contacts:

- What is unique or special about your company, product or service?
- Who are the end-users of your product or service? Who do you sell to in Canada and abroad, and how?
- Which countries or regional markets (e.g. Northwestern U.S.) are you targeting and why? What do you know about your target market?
- How do you plan to enter the market: export, license, joint venture or investment?
- How would you describe the typical buyer, distributor, agent or partner you want to work with in your target market?
- When do you plan to visit the market? Have you considered adapting your product or service literature to the market at that time?





## WIN IN FOREIGN MARKETS

Many companies compete and win in foreign markets every day. Here are their tips for success.

### **Zoom in on the most promising markets**

Successful companies concentrate on one foreign market at a time, moving on to the next only after succeeding in the last.

### **Learn from successful companies**

Talk to Canadian companies that have succeeded in your target market. Many are willing to share what works and what doesn't. Contact your industry association to find names of successful companies.

### **Plan the financial resources you'll need**

Exploring foreign markets can take longer and cost more than expected. Be prepared for significant costs for market research, product launchings and several personal visits.

### **Gear up for demand**

Be prepared to meet the increased demand from a successful foreign sale. Don't forget to plan how you will adapt your products or services to the needs and tastes of the target market.

### **Make personal visits**

Building business relationships in foreign markets is best done face to face. Faxes and phone calls are great for follow-ups but nothing beats meeting in person.

### **Study the market and the culture**

Business people and customers in most foreign markets will appreciate and reward your efforts to learn about their culture.

### **Set realistic expectations**

Developing foreign markets is a long-term commitment. It takes time, effort and money. Make sure senior management is committed. Be prepared for the long haul and make perseverance your critical success factor.



## THE TRADE COMMISSIONER SERVICE

helps new and experienced companies  
which have researched and selected their target markets.

To save time and money,  
obtain information in Canada

- *market research*
- *trade missions and events*
- *training and counselling*
- *financing*



Team Canada Inc • Équipe Canada inc

Contact Team Canada Inc

1 888 811-1119

[exportsource.gc.ca](http://exportsource.gc.ca)





## TRADE OFFICES ABROAD

NOTE: All time differences are based on Eastern Standard Time (E.S.T.). Canada observes Daylight Savings Time from the first Sunday in April to the last Sunday in October. Consideration should be given to this Canadian custom when placing overseas calls. Not all provinces in Canada nor all countries in the world observe Daylight Savings Time.

### **Afghanistan (Islamic State of)**

see Pakistan

### **Albania (Republic of)**

see Hungary

### **Algeria (People's Democratic Republic of)**

#### *Canadian Embassy*

#### *Street Address:*

18 Mustapha Khalef,  
Ben Aknoun, Algiers, Algeria

#### *Mailing Address:*

B.P. 48, Alger-gare,  
16000 Algiers, Algeria

Tel: (011-213-2) 91-49-51/91-49-60

Fax: (011-213-2) 91-47-20

E-mail: alger@alger01.x400.gc.ca

*Office Hours:* Sun-Wed: 0800-1630;

Thurs: 0800-1330

*Major Holidays:* (1998/99) Nov 1, Dec 25;  
Jan 3, Jan 19-20, Mar 28, Apr 4, Apr 26,  
June 27, July 5, Sept 6, Oct 11, Dec 26  
(Ramadan Dec 18-Jan 19 approx.)

*Time Difference (E.S.T.):* +5 (Summer);  
+6 (Winter)

Mr. F.D. Pillarella  
Ambassador

Mr. Gilles Poirier  
Commercial Counsellor  
E-mail: gilles.poirier@alger01.x400.gc.ca

Mr. Norman Bou Khalife  
First Secretary  
CIDA and Trade (Education/environment)

Mr. Rachid Benhacine  
Commercial Officer (Defence,  
telecommunications, high technology,  
transportation, mines, oil and gas)

Mr. Farouk Ouroua  
Commercial Officer (Agriculture, agri-food,  
health, education, fisheries, forestry, pulp  
and paper, banking recovery)

### **Andorra (Principality of)**

see Spain

### **Angola (Republic of)**

see Zimbabwe

### **Anguilla**

see Barbados

### **Antigua**

see Barbados

### **Argentina (Argentine Republic)**

#### *Canadian Embassy*

#### *Street Address:*

Tagle 2828,  
1425 - Buenos Aires, Argentina

#### *Mailing Address:*

Casilla de Correo 1598,  
1000, Buenos Aires, Argentina

Tel: (011-54-1) 805-3032

Fax: (011-54-1) 806-1209

E-mail: commerce@bairs01.x400.gc.ca

Internet: <http://www.dfait-maeci.gc.ca/bairs>



### **Ask your Trade Commissioner for...**

#### **Market Prospect —**

*We'll help you assess your potential in your target market. We may have market reports available for some sectors. Should you need additional market research, we can refer you to local firms.*

*Territory:* Argentina, Paraguay

*Office Hours:* Mon-Thurs: 0830-1730;  
Fri: 0830-1400

*Major Holidays:* (1998/99) Oct 12, Dec 25;  
Jan 1, Apr 1-2, May 25, June 14, June 21,  
July 9, Aug 16, Oct 11, Dec 8, Dec 27

*Time Difference (E.S.T.):* +1

Mr. Jean-Paul Hubert  
Ambassador

Ms. Susan Harper  
Counsellor (Commercial/Economic)

Ms. Lauren Bowker  
Second Secretary (Commercial/Economic)

Mr. G.L.B. Perkins  
Senior Commercial Officer

Mr. Hans Glandsorp  
Commercial Officer

Mrs. Elena Masciarelli  
Commercial Officer

Mr. Thomas Cassart  
Commercial Officer



Mrs. Monica Helft-Brummer  
Senior Commercial Assistant

Miss Roxana Francile  
Head of Information Centre

Mrs. Kathleen Gittins  
Commercial Assistant

Miss Astrid Liliedal  
Commercial Assistant

## Armenia (Republic of)

see Russia

## Australia

### Canberra

#### Canadian High Commission

*Street Address:*  
Commonwealth Avenue,  
Canberra, ACT 2600,  
Australia

*Mailing Address:* (same as above)

Tel: (011-61-2) 6273-3844  
Fax: (011-61-2) 6270-4069  
E-mail: td.cnbra@cnbra01.x400.gc.ca

*Office Hours:* Mon-Fri: 0830-1630

*Major Holidays:* (1998/99) Oct 5, Dec 25-28;  
Jan 1, Jan 26, Mar 15, Apr 2-5, Apr 26,  
June 14, July 1, Oct 4, Dec 27-28

*Time Difference (E.S.T.):* +15

Mr. Wm. Brian Schumacher  
High Commissioner

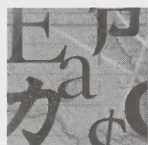
Mr. Jim Graham  
Counsellor (Commercial/Economic)

Mr. Wayne Robson  
First Secretary (Commercial/Economic)

Mrs. Jenny Brown  
Commercial Officer (Defence, aerospace)

Mr. Gregory Luz  
Commercial Officer (Minerals, energy,  
forestry)

\* *The High Commission in Canberra is primarily involved in market access issues and the development of industrial, economic and scientific co-operation with Australia. It also handles business development and trade enquiries with respect to government and defence*



## Foreign clients often ask...

*What is unique or special about your company, product or service?*

*procurement, aerospace, agriculture and food products, fisheries and sea products, power and energy, oil and gas products, forest products and mining, metals and minerals, plus trade promotion and business development in Papua New Guinea, the Solomon Islands, Nauru, Vanuatu, and New Caledonia. Other market enquiries should be directed to the Consulate General in Sydney.*

### Sydney

#### Canadian Consulate General

*Street Address:*  
Level 5, Quay West,  
111 Harrington Street,  
Sydney, N.S.W., Australia 2000

*Mailing Address:* (same as above)

Tel: (011-61-2) 9364-3000  
Fax: (011-61-2) 9364-3097/9364-3098

*Territory:* New South Wales, Northern Territory, Queensland, Victoria, Western Australia, South Australia, Tasmania

*Office Hours:* Mon-Fri: 0830-1700

*Major Holidays:* (1998/99) Oct 5, Dec 25-28;  
Jan 1, Jan 26, Apr 2-5, Apr 26, June 14,  
Aug 2, Oct 4, Dec 27-28

*Time Difference (E.S.T.):* +15

Mr. Alan G. Virtue  
Consul General

Mr. Greg Goldhawk  
Consul and Senior Trade Commissioner  
E-mail: greg.goldhawk@sydney01.x400.gc.ca

Mr. Robert G. Gow  
Commercial Officer (Environmental  
equipment, mining)  
E-mail: bob.gow@sydney01.x400.gc.ca

Ms. Cadia Maestri  
Commercial Officer (Advanced technology,  
agricultural machinery)  
E-mail: cadia.maestri@sydney01.x400.gc.ca

Mr. Geoff Fox  
Commercial Officer (Biotechnology,  
medical/health care, transportation)  
E-mail: geoff.fox@sydney01.x400.gc.ca

Mr. Kevin Skauge  
Commercial Officer  
(Consumer/construction products)  
E-mail: kevin.skauge@sydney01.x400.gc.ca

Ms. Elizabeth Treweeke  
Culture and Communications Officer  
E-mail: elizabeth.treweeke@sydney01.x400.gc.ca

## Austria (Republic of)

### Canadian Embassy

*Street Address:*  
Laurenzerberg 2,  
A-1010 Vienna, Austria

*Mailing Address:* (same as above)

Tel: (011-43-1) 531-38-3355  
Fax: (011-43-1) 531-38-3906  
E-mail: commerce@vienn02.x400.gc.ca

*Office Hours:* Mon-Fri: 0800-1700

*Major Holidays:* (1998/99) Oct 26, Dec 25-28;  
Jan 1, Apr 2-5, May 24, July 1, Aug 6,  
Sept 6, Oct 26, Dec 27-28

*Time Difference (E.S.T.):* +6

Mr. Paul Dubois  
Ambassador

Mr. Gregory M. Kostyrsky  
Counsellor (Commercial/Economic)  
E-mail: gregory.kostyrsky@vienn02.x400.gc.ca

Mr. Roland J. Rossi  
Business Development Officer  
(Electrical/electronics, machinery, advanced  
technology products NES)

Mr. Norbert Waldhäusl  
Business Development Officer (Transportation,  
environment, construction, resource products)

Ms. Susanne Knobloch  
Marketing and Communications Officer  
(Consumer products, agriculture, food, fish)

Ms. Gerda Rehling  
Business Development Assistant



## Azerbaijan (Republic of)

see Turkey

## Azores

see Portugal

## Bahamas (Commonwealth of the)

see Jamaica

## Bahrain (State of)

see Saudi Arabia

## Bangladesh (People's Republic of)

### Canadian High Commission

#### Street Address:

House CWN 16/A,  
Road 48, Gulshan,  
Dhaka 1212, Bangladesh

#### Mailing Address:

G.P.O. Box 569,  
Dhaka 1000, Bangladesh

Tel: (011-88-02) 9887091/97

Fax: (011-88-02) 883043

Office Hours: Sun-Wed: 0800-1630;

Thurs: 0800-1330

Major Holidays: (1998/99) Oct 1, Dec 16,  
Dec 25; Feb 21, Mar 17, Apr 14, Aug 15,  
Dec 16 (Ramadan Dec 18-Jan 19 approx.)

Time Difference (E.S.T.): +11

Mr. Nicholas Etheridge  
High Commissioner

Mr. Tanweer ul Islam  
Senior Commercial Officer  
E-mail: tanweer.islam@dhaka01.x400.gc.ca

## Barbados

### Canadian High Commission

#### Street Address:

Bishop's Court Hill,  
St. Michael, Barbados

#### Mailing Address:

P.O. Box 404,  
Bridgetown, Barbados

Cable: DOMCAN BRIDGETOWN

Tel: (246) 429-3550

Telex: (Destination code 392) 2247  
(2247 CANADA WB)

Fax: (246) 437-8474

Territory: Barbados, Anguilla, Antigua,  
Barbuda, British Virgin Islands, Dominica,  
Grenada, Guadeloupe, Martinique, Montserrat,  
St. Kitts and Nevis, St. Lucia, St. Maarten,  
St. Vincent and the Grenadines

Office Hours: Mon-Fri: 0800-1600

Major Holidays: (1998/99) Oct 12, Nov 30,  
Dec 25-28; Jan 1, Apr 2-5, June 1, July 1,  
Aug 2, Oct 11, Nov 30, Dec 27-28

Time Difference (E.S.T.): +1

Mr. Duane Van Beselaere  
High Commissioner

Mr. Michael Wondergem  
Counsellor (Commercial)  
E-mail:  
michael.wondergem@bdgtn01.x400.gc.ca

Ms. Charlotte Hutson  
Commercial Officer  
E-mail: charlotte.hutson@bdgtn01.x400.gc.ca

Mrs. Elizabeth Clarke  
Commercial Assistant  
E-mail: elizabeth.clarke@bdgtn01.x400.gc.ca

## Barbuda

see Barbados

## Belarus (Republic of)

see Russia

## Belgium (Kingdom of)

### Canadian Embassy

#### Street Address:

2 Tervuren Avenue,  
B-1040 Brussels, Belgium

Mailing Address: (same as above)



**Zoom in on the most  
promising markets**

*Successful companies*

*concentrate on one foreign market at  
a time, moving on to the next only  
after succeeding in the last.*

Tel: (011-32-2) 741.06.20

Fax: (011-32-2) 741.06.06

E-mail: commerce@bru03.x400.gc.ca

Territory: Belgium, Luxembourg

Office Hours: Mon-Fri: 0830-1730

Major Holidays: (1998/99) Oct 12, Nov 11,  
Dec 25; Jan 1, Apr 2-5, May 13, May 24, July 1,  
July 21, Aug 15, Sept 6, Oct 11, Nov 11,  
Dec 27

Time Difference (E.S.T.): +6

Mr. Claude Laverdure  
Ambassador

Mr. Paul Desbiens  
Counsellor (Commercial/Economic)

Mr. Maurice Bernier  
Counsellor (Forestry)

Mr. Francis Keymolen  
Commercial Officer

Mr. Bart Roefmans  
Commercial Officer

Mrs. Fabienne De Kimpe  
Commercial Officer

## Belize

see Jamaica

## Benin (Republic of)

see Côte d'Ivoire

## Bermuda

see United States (New York City)

## Bhutan

see India

## Bolivia (Republic of)

see Peru

## Bosnia and Herzegovina

### Embassy of Canada

#### Street Address:

Logavina 7,  
71000 Sarajevo,  
Bosnia and Herzegovina

Mailing Address: (same as above)

Tel: (011-387) 71-447-900

Fax: (011-387) 71-447-901

*Major Holidays:* (1998/99) Oct 12, Nov 11, Dec 25-28; Jan 1, July 1, Aug 2, Sept 6, Oct 11, Nov 11, Dec 27-28

*Time Difference (E.S.T.):* +6

Mr. Serge Marcoux  
Ambassador

Mrs. Gordana Bosanac  
Trade Assistant

*Note: All trade enquiries should be referred to the Canadian Embassy in Hungary.*

## Botswana (Republic of)

see Zimbabwe

## Brazil (Federative Republic of)

### Brasilia

#### Canadian Embassy

*Street Address:*

Ses-Av. das Nações, Lote 16,  
Brasilia - DF 70410-900, Brazil

*Mailing Address:*

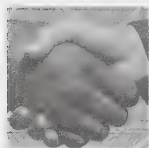
Caixa Postal 00961,  
Brasilia - DF 70359-970, Brazil

Cable: CANADA BRASILIA

Tel: (011-55-61) 321-2171

Fax: (011-55-61) 321-4529

*Responsibilities:* The Canadian Embassy in Brasilia is primarily involved in market access issues, the development of industrial, economic and scientific co-operation, and trade enquiries with respect to government procurement, plus trade in the federal district.



### Ask your Trade Commissioner for...

#### Key Contacts Search —

*Need a list of qualified contacts in your target market? We can get it. These sources have the local knowledge you need to refine and implement your market entry strategy. We'll let you know of any charges for access to specialized databases.*

*Office Hours:* Mon, Tues, Thurs, Fri: 0830-1730; Wed: 0830-1400

*Major Holidays:* (1998/99) Oct 12, Dec 25; Jan 1, Feb 24-25, Apr 2, Apr 21, Sept 6, Oct 11, Dec 27

*Time Difference (E.S.T.):* +3; *(E.D.T.):* +1

Mr. Richard Kohler  
Ambassador

Mr. David B. Weiner  
First Secretary (Commercial/Economic)

Ms. Angela Ruth F.A. Santos  
Commercial Officer

Ms. Silvia B. Reis  
Cultural and Information Officer

### São Paulo

#### Canadian Consulate General

*Street Address:*

Edifício Top Centre,  
Avenida Paulista 854,  
5 Andar,  
01310-913 São Paulo, SP, Brazil

*Mailing Address:*

Caixa Postal 62693,  
01214-970 São Paulo SP, Brazil

Tel: (011-55-11) 253-4944

Fax: (011-55-11) 3171-0058

E-mail: commerce@spalo01.x400.gc.ca

*Office Hours:* Mon-Thurs: 0900-1800;  
Fri: 0900-1430

*Major Holidays:* (1998/99) Oct 12, Nov 2, Nov 16, Dec 25; Jan 1, Feb 15-17, Apr 2, Apr 21, June 3, Sept 6, Oct 11, Nov 1, Nov 15, Dec 27

*Time Difference (E.S.T.):* +3; *(E.D.T.):* +1

*Responsibilities:* The Canadian Consulate General in São Paulo is responsible for trade development activities in all of Brazil, while the Embassy in Brasilia is responsible for government procurement and trade policy issues. Business development inquiries for all regions should therefore be directed to the Consulate General in São Paulo.

Mr. Jean-Claude Roy  
Consul General

Mr. Claude Fontaine  
Consul and Senior Trade Commissioner

Mr. Stéphane Charbonneau  
Consul and Trade Commissioner  
(Consulting engineering, rail/urban transit, banking and finance)

Mr. Todd M. Winterhalt  
Vice-Consul and Assistant Trade Commissioner (Public Affairs, communications and information centre)

Mr. Robert Langlois  
Vice-Consul and Assistant Trade Commissioner (Oil and gas)  
(Resident in Rio de Janeiro)

Mr. William A. Jackson  
Senior Commercial Officer  
(Telecommunications, geomatics)

Ms. Mariangela Olivieri de Lima  
Commercial Officer (Environment, construction, forestry)

Mr. Charles E. Perry  
Commercial Officer (Advanced manufacturing technology, automotive)

Mr. Marcio Francesquine  
Commercial Officer (Medical/health care, trading houses)

Mr. Paulo Limas  
Commercial Officer (Agricultural products/services and machinery)

Ms. Júlia Mota  
Commercial Officer (Defence, aerospace, personal security)  
(Resident in Rio de Janeiro)

Ms. Lucie Elisabetsky  
Commercial Officer (Information technology)

Mr. Maigon Pontuschka  
Public Affairs Assistant (Education/training, cultural industries)

Mr. Jean Marcel Fernandes  
Commercial Assistant

Ms. Simone Araujo  
Commercial Assistant



## Belo Horizonte

Canadian Trade Office,  
Rua Timbras, 1200 - 4 andar,  
30140-060 Belo Horizonte, MG, Brazil

Tel: (011-55-31) 213-1651/52  
Fax: (011-55-31) 213-1647  
E-mail: canconbh@fiemg.com.br

Mr. Franz Brandenbert  
Commercial Officer (Mining, power)

## Britain (United Kingdom of Great)

### Canadian High Commission

#### Street Address:

Macdonald House,  
1 Grosvenor Square,  
London W1X 0AB, England

Mailing Address: (same as above)

Cable: DOMINION LONDON  
Tel: (011-44-171) 258-6600  
Fax: (011-44-171) 258-6384  
E-mail: td.lbn@ldn02.x400.gc.ca

Territory: England, Channel Islands,  
Gibraltar, Northern  
Ireland, Scotland, Wales

Office Hours: Mon-Fri: 0900-1700

Major Holidays: (1998/99) Oct 12, Dec 25-28;  
Jan 1, Apr 2-5, May 3, May 31, July 1, Aug 2,  
Aug 30, Oct 11, Dec 27-28

Time Difference (E.S.T.): +5

The Honourable Roy MacLaren  
High Commissioner

Mr. Tom MacDonald  
Minister (Commercial/Economic)

### Manufactured Products; Investment, Science and Technology

Ms. Geneviève des Rivières  
Counsellor (Investment/Trade)  
Section Head

Mr. Christopher MacLean  
First Secretary (Commercial)  
(Defence, aerospace and related  
products/services, transportation industries  
and policies, products and services,  
competition policy)



## Foreign clients often ask...

*Who are the end-users of  
your product or service? Who do you  
sell to in Canada and abroad, and how?*

Mr. George T. Edwards  
Commercial Officer (Information technologies,  
telecommunications, geomatics)

Mr. Patrick Stratton  
Commercial Officer (Environmental  
equipment/products/services, scientific  
equipment, medical/health care products/  
services, pharmaceuticals, biotechnology,  
consumer products, security systems/services,  
health/beauty products - cosmetics)

Mr. Patrick Mattern  
Investment Officer (Investment promotion  
and prospecting)

Vacant  
Science and Technology Officer  
(Scientific and technical liaison,  
bilateral/international science and technology  
co-operation, technology acquisition)

### Resource Sectors, Machinery and Service Industries

Mr. Allan Minz  
Counsellor (Commercial)  
Section Head  
(Forest harvesting/woodworking equipment  
and services, forestry and paper products,  
chemicals/chemical specialties)

Mr. Jason Kee  
Commercial Officer (Service industries,  
construction equipment, building  
materials/products/services, plastics and  
packaging industries)

Mr. Simon Smith  
Commercial Officer (Electronics and  
electrical goods - non-IT or telecommunications,  
advanced manufacturing technology,  
industrial machinery, oil and gas, metals and  
minerals, other resource-related equipment)

## Agriculture and Fisheries

Mr. Ian Thomson  
Counsellor (Commercial)  
Section Head  
(Agri-food trade development and policy,  
Canadian food promotion program and  
International Grains Council)

Ms. Janet Farmer  
Commercial Officer (Primary agriculture  
and fisheries trade development and policy,  
agricultural and fisheries equipment/services)

## British Virgin Islands

see Barbados

## Brunei Darussalam

### Canadian High Commission

#### Street Address:

Suite 51-52, Britannia House,  
Jalan Cator, Bandar Seri Begawan BS8811,  
Brunei Darussalam

#### Mailing Address:

P.O. Box 2808,  
Bandar Seri Begawan BS8675,  
Brunei Darussalam

Tel: (011-673-2) 220043  
Fax: (011-673-2) 220040

Office Hours: Mon-Fri: 0830-1700

Major Holidays: (1998/99) Nov 17, Dec 21,  
Dec 25-28; Jan 1, Feb 17, Feb 23, May 31,  
July 15, Oct 11, Dec 9, Dec 27-28

Time Difference (E.S.T.): +12

Mr. Gardiner J. Wilson  
High Commissioner

Miss Audrey Choo  
Commercial Officer  
E-mail: audrey.choo@micro.X400.gc.ca

## Bulgaria (Republic of)

see Romania

## Burkina Faso

### Canadian Embassy

#### Mailing Address:

01 P.O. Box 548,  
Ouagadougou 01,  
Agostino Neto Street,  
Kadiogo Province, Burkina Faso

Tel: (011-226) 31.18.94

Fax: (011-226) 31.19.00

E-mail: ambacda@fasonet.bf

*Major Holidays:* (1998/99) Dec 11, Dec 25;  
Jan 1, Apr 8, Apr 29, July 1, Aug 2, Dec 27  
(Ramadan Dec 18-Jan 19 approx.)

*Time Difference (E.S.T.): +5*

Mr. Jules Savaria  
Ambassador

Mrs. Marie-Françoise Wininga  
Program Agent

Mrs. Louise Minville  
First Secretary

Mr. Dominique Rossetti  
Director - Field Support Unit

## Burma

see Thailand

## Burundi (Republic of)

see Kenya

## Cambodia (Kingdom of)

### Canadian Embassy

#### Street Address:

c/o Australian Embassy,  
#9, R.V. Senei Vinnavaut Oum (Street 254),  
Sangkat Chaktamouk,  
Khand Daun Penh,  
Phnom Penh, Cambodia

Tel: (011-855-23) 426 001, ext. 426

Fax: (011-855-23) 211 389

E-mail: cdnemb@camnet.com.kh

*Major Holidays:* (1998/99) Oct 5, Oct 30,  
Nov 2, Nov 9, Dec 10, Dec 25; Jan 1, Jan 7,  
Apr 2-5, June 1, June 18, Sept 21, Oct 5,  
Nov 2, Nov 9, Dec 10, Dec 27-28

*Time Difference (E.S.T.): +12*

Mr. D.G. Longmuir  
Ambassador

Mr. Bunleng Men  
Trade Advisor

## Cameroon (Republic of)

### Canadian High Commission

#### Street Address:

Immeuble Stamatiades,  
rue de l'Hôtel de Ville,  
Yaoundé, Cameroon

#### Mailing Address:

P.O. Box 572,  
Yaoundé, Cameroon

Tel: (011-237) 23-23-11/23-02-03/22-16-90

Fax: (011-237) 22-10-90

*Territory:* Cameroon, Central African  
Republic, Chad

*Office Hours:* Mon-Thurs: 0730-1630;  
Fri: 0730-1300

*Major Holidays:* (1998/99) Oct 12, Dec 25;  
Jan 1, Apr 2, May 24, July 1, Sept 6, Oct 11,  
Dec 27

*Time Difference (E.S.T.): +6*

Mr. Claude Baillargeon  
High Commissioner  
Ambassador (Central African Republic, Chad)

Mr. Honoré Justin Mondomobé  
Commercial Officer  
E-mail:  
honore.mondomobe@paris03.x400.gc.ca

## Canary Islands

see Spain

## Cape Verde (Republic of)

see Senegal

## Cayman Islands

see Jamaica

## Central African Republic

see Cameroon

## Chad (Republic of)

see Cameroon



## Learn from successful companies

### Talk to Canadian

*companies that have succeeded in your target market. Many are willing to share what works and what doesn't. Contact your industry association to find names of successful companies.*

## Chile (Republic of)

### Canadian Embassy

#### Street Address:

Nueva Tajamar 481, Torre Norte, Piso 12,  
Santiago, Chile

#### Mailing Address:

Casilla 139, Correo 10,  
Santiago, Chile

Tel: (011-56-2) 362-9660

Fax: (011-56-2) 362-9664

E-mail: stago.td@stago01.x400.gc.ca

*Office Hours:* Mon-Thurs: 0830-1730;  
Fri: 0830-1300

*Major Holidays:* (1998/99) Oct 12, Dec 25-28;  
Jan 1, Apr 2, July 1, Oct 11, Dec 27-28

*Time Difference (E.S.T.):* (mid-Mar to mid-Oct) 0; (mid-Oct to mid-Mar) +2

Mr. Lawrence D. Lederman  
Ambassador

Mr. Brian Oak  
Counsellor (Commercial)  
(Strategic planning and program overview;  
investment, servicing and development;  
banking/finance)

Mr. Rick Sudeyko  
First Secretary  
(Transportation systems/equipment,  
infrastructure project development,  
automotive, aerospace, consumer goods)

Ms. Josiane Simon  
First Secretary (Commercial)  
(FTAA and trade policy, seeds/grains and  
oilseeds, horticulture, animal and poultry  
breeding stock)



Mr. Chad Fleck  
Second Secretary (Commercial)  
(Defence programs/industries,  
telecommunications, informatics, electronic  
equipment/services, forestry/forest products)

Ms. Margot Edwards  
Commercial Officer (Environment policy/  
industries, oil and gas, petrochemicals/  
chemicals, medical/health care)

Mr. Gonzalo Muñoz  
Commercial Officer (Mining/metals/minerals,  
power/energy, industrial machinery)

Mr. Patricio Cañete  
Commercial Officer (Food products/services,  
construction industry/building products,  
fisheries/sea products)

Ms. Renée Plouffe  
Director - Canadian Education Centre  
(Education promotion)

\* To ensure prompt arrival of parcels of any  
kind, the sender should first consult with  
the Santiago office about the method to use.

## China (People's Republic of)

### Beijing

#### Canadian Embassy

##### Street Address:

19 Dongzhimenwai Dajie,  
Chaoyang District,  
Beijing 100600, China

Mailing Address: (same as above)

Tel: (011-86-10) 6532-3536

Fax: (011-86-10) 6532-4072

E-mail: td.beijing@beijing03.x400.gc.ca

*Territory:* China (Municipalities of Beijing,  
Tianjin and Chongqing; Provinces/Regions  
of Gansu, Guangxi, Guizhou, Hebei,  
Heilongjiang, Henan, Hubei, Hunan, Jilin,  
Liaoning, Nei Monggol (Inner Mongolia),  
Ningxia, Qinghai, Shaanxi, Shandong,  
Shanxi, Sichuan, Xinjiang, Xizang (Tibet),  
Yunnan); Mongolia

*Office Hours:* Mon-Fri: 0800-1630

*Major Holidays:* (1998/99) Oct 1-2, Nov 11,  
Dec 25-28; Jan 1, Feb 16-17, May 3, July 1,  
Oct 1-4, Nov 11, Dec 27-28

*Time Difference (E.S.T.):* (Mar-Oct) +12;  
(Oct-Mar) +13

Mr. Howard Balloch  
Ambassador

#### Commercial/Economic Section

Mr. Robert Collette  
Minister (Commercial)  
E-mail: robert.collette@beijing03.x400.gc.ca

#### Trade/Commercial Policy, Market Access, Financing, and Power Sector

Mr. Ron Hoffmann  
Counsellor (Commercial) and Deputy  
Program Manager  
E-mail: ron.hoffman@beijing03.x400.gc.ca

Ms. Chen Qi  
Commercial Officer  
E-mail: qi.chen@beijing03.x400.gc.ca

Ms. Angel Chan  
Commercial Assistant  
E-mail: angel.chan@beijing03.x400.gc.ca

#### Agriculture, Agri-food and Fisheries

Mr. Bruce Howard  
Counsellor (Commercial)  
E-mail: bruce.howard@beijing03.x400.gc.ca

Mr. Adrian Kenworthy  
Commercial Advisor (Agriculture)  
E-mail: adrian.kenworthy@beijing03.x400.gc.ca

Ms. Wang Pei  
Commercial Officer  
E-mail: pie.wang@beijing03.x400.gc.ca

#### Construction, Forestry, Medical

Ms. Terry Brophy  
Counsellor (Commercial)  
E-mail: terry.brophy@beijing03.x400.gc.ca

Ms. Gu Yaoqin  
Commercial Officer  
E-mail: yaoqin.gu@beijing03.x400.gc.ca

#### Financial Services

Mr. Tony Sorrenti  
First Secretary (Economic)  
E-mail: tony.sorrenti@beijing03.x400.gc.ca

#### Transportation, Defence, Textiles and Machinery

Mr. David Murphy  
First Secretary (Commercial)  
E-mail: david.murphy@beijing03.x400.gc.ca

Ms. Zhang Xiaojie  
Commercial Officer  
E-mail: xiaojie.zhang@beijing03.x400.gc.ca

#### Advanced Technology and Telecommunications; Science and Technology, Space

Mr. Francis Normandin  
Second Secretary (Commercial)  
E-mail: francis.normandin@beijing03.x400.gc.ca

Ms. Zhang Jianqing  
Commercial Officer  
E-mail: jianqing.zhang@beijing03.x400.gc.ca

#### Environment, Oil and Gas, Chemicals

Ms. Ping Kitnikone  
Second Secretary (Commercial)  
E-mail: ping.kitnikone@beijing03.x400.gc.ca

Mr. Lui Ziaojie  
Commercial Officer  
E-mail: haiying.lui@beijing03.x400.gc.ca

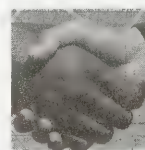
#### Mining, Business Services, IFIs, Investment

Mr. Marc Parisien  
Third Secretary (Commercial)  
E-mail: marc.parisien@beijing03.x400.gc.ca

Ms. Wang Li  
Commercial Officer  
E-mail: li.wang@beijing03.x400.gc.ca

#### Consumer Products

Mr. Trevor Sponagle  
Commercial Assistant  
E-mail: trevor.sponagle@beijing03.x400.gc.ca



**Ask your Trade  
Commissioner for...**

#### Local Company

**Information** — We'll provide  
information on local organizations or  
companies you have identified. You  
will always be informed of any access  
charges to specialized databases.  
Credit checks are generally referred to  
specialized agencies.

## Guangzhou

### Canadian Consulate General

*Street Address:*

Suite 801, China Hotel Office Tower,  
Liu Hua Lu,  
Guangzhou, 510015 China

*Mailing Address:* (same as above)

Tel: (011-86-20) 8666-0569

Fax: (011-86-20) 8667-2401

E-mail: gzconcan@publicl.guangzhou.gd.cn

*Territory:* Provinces of Guangdong, Guangxi,  
Fujian, Hainan

*Office Hours:* Mon-Fri: 0830-1700

*Time Difference (E.S.T.):* (Mar-Oct) +12;  
(Oct-Mar) +13

Mr. Paul S.H. Lau  
Consul General

Mr. Rob McDowell  
Consul (Commercial) and Trade Commissioner

Ms. Fay Wu  
Commercial Officer (Information  
technologies, telecommunications, health  
care products/services)

Ms. Cathy Yao  
Commercial Officer (Construction materials,  
forestry products, transportation, energy)

Ms. Fenny Sun  
Commercial Officer (Environmental  
industries)

Ms. Eileen Lao  
Commercial Officer (Cultural industries,  
education, other products/services)



### Foreign clients often ask...

*Which countries or  
regional markets (e.g. Northwestern  
U.S.) are you targeting and why?  
What do you know about your target  
market?*

## Hong Kong

### Consulate General of Canada

*Street Address:*

Commercial Division,  
13/F, Tower I,  
Exchange Square,  
Central, Hong Kong

*Mailing Address:*

P.O. Box 11142 GPO,  
Central, Hong Kong

Tel: (011-852) 2847-7414

Fax: (011-852) 2847-7441

E-mail: commerce@hkong02.x400.gc.ca

Internet: <http://www.canada.org.hk>

*Territory:* Hong Kong and Macau

*Office Hours:* Mon-Fri: 0830-1700

*Major Holidays:* (1998/99) Oct 1-2, Oct 6,  
Oct 28, Dec 25-28; Jan 1, Feb 16-18, July 1,  
Oct 1, Dec 27-28

*Time Difference (E.S.T.):* (Mar-Oct) +12;  
(Oct-Mar) +13

Mr. Colin Russel  
Consul General

Mr. Michael Fine  
Senior Trade Commissioner and Consul  
(Commercial policy, textiles)

Mr. Neil Clegg  
Trade Commissioner and Consul  
(Air services, team leader for agri-food and  
information technologies)

Mr. Houston Wong  
Commercial Officer (Agriculture, agri-food)

Ms. Kitty Ko  
Commercial Officer (Agri-food, packaging  
materials, pulp and paper)

Mr. Brian Wong  
Commercial Officer (Information  
technologies, telecommunications  
equipment/services)

Ms. Amy Yung  
Trade Commissioner (Investment, financial  
services, team leader for power, transportation,  
building materials and environment)

Mr. Endy Chung  
Commercial Officer (Power, transportation,  
gold, chemicals)

Ms. Eunice Wong  
Commercial Officer (Building products,  
construction services, furniture, wood products)

Ms. Fatima Lai  
Commercial Officer (Biotechnology/medical,  
environment, security, metals and minerals,  
engineering services)

## Shanghai

### Canadian Consulate General

*Street Address:*

Tower 4, Suite 604,  
Shanghai Centre,  
1376 Nanjing Xi Lu,  
Shanghai 200040, China

*Mailing Address:* (same as above)

Tel: (011-86-21) 6279-8400

Fax: (011-86-21) 6279-8401

*Territory:* Municipality of Shanghai;  
provinces of Anhui, Jiangsu and Zhejiang

*Office Hours:* Mon-Fri: 0830-1700

*Major Holidays:* (1998/99) Oct 1-2, Nov 11,  
Dec 25-28; Jan 1, Jan 28-29, Oct 1, Nov 11,  
Dec 27-28

*Time Difference (E.S.T.):* +12

Mr. Edward (Ted) Lipman  
Consul General

Mr. Duane McMullen  
Senior Trade Commissioner and Consul  
Program Manager  
E-mail: mcmulld@shngipo.dfait.x400.gc.ca

### Construction

Mr. Robert Foo  
Trade Commissioner and Vice-Consul  
E-mail: foor@shngipo.dfait.x400.gc.ca

### Information Technology, Import Inquiries

Mr. Jan Scazighino  
Trade Commissioner and Vice-Consul  
E-mail: scazighj@shngipo.dfait.x400.gc.ca

### Agricultural and Agri-food

Mr. Henry Deng  
Senior Commercial Officer  
E-mail: dengh@shngipo.dfait.x400.gc.ca

Ms. Tegan Tang  
Agriculture Officer  
E-mail: tangt@shngipo.dfait.x400.gc.ca



### **Cultural Industries, Education**

Ms. Helena Chen  
Commercial Officer  
E-mail: chen@shngipo.dfait.x400.gc.ca

### **Finance, Investment, Energy**

Ms. Claire Zhang  
Commercial Officer  
E-mail: zhang@shngipo.dfait.x400.gc.ca

### **Transportation, Natural Resources**

Mr. Thomas Chen  
Commercial Officer  
E-mail: chent@shngipo.dfait.x400.gc.ca

### **Chemicals, Consumer Products, Health Care, Industrial Machinery**

Ms. Daphne Hong  
Commercial Assistant  
E-mail: hong@shngipo.dfait.x400.gc.ca

### **Environment**

Vacant  
Commercial Officer

## **Chongqing**

### **Canadian Consulate**

*Street Address:*  
Suite 1705, Metropolitan Tower,  
Wu Yi Road,  
Yu Zhong District,  
Chongqing 40010, China

*Mailing Address:* (same as above)

Tel: (011-86-23) 6373-8077  
Fax: (011-86-23) 6373-8026  
E-mail: cdncon@public.cta.cq.cn

Ms. Mary Boyd  
Consul

Ms. Stephanie Yang  
Commercial Officer

Mr. Peter Liao  
Commercial Officer

## **Colombia (Republic of)**

### **Canadian Embassy**

*Street Address:*  
Calle 76, No. 11-52,  
Santafe de Bogota, Colombia

*Mailing Address:*  
Apartado Aereo 53531,  
Santafe de Bogota 2, Colombia

Cable: CANADIAN BOGOTA  
Tel: (011-57-1) 313-1355  
Fax: (011-57-1) 313-3046  
E-mail: td.bgota@bgota.x400.gc.ca

*Office Hours:* Mon, Tues, Thurs, Fri:  
0800-1700; Wed: 0800-1330

*Major Holidays:* (1998/99) Oct 12, Nov 2,  
Nov 16, Dec 8, Dec 25; Jan 1, Jan 11,  
Mar 22, Apr 1-2, May 17, June 7, June 14,  
July 5, July 20, Aug 16, Oct 18, Nov 1,  
Nov 15, Dec 8, Dec 27

*Time Difference (E.S.T.):* 0

Mr. C. William Ross  
Ambassador

Mr. Murray K. Esselmont  
Counsellor (Commercial)  
(Financial services, investment, civil  
aviation/defence, press/media relations)

Mr. Kevin Sinnott  
Second Secretary (Commercial)  
(Environmental equipment and related,  
advanced technologies, geomatics,  
business/professional/educational services,  
CIDA INC, PEMD)

Mr. Carlos E. Rivera  
Commercial Officer (Oil and gas, mining  
equipment/services, power/energy and  
related services, security and services,  
transport industries)

Mr. Carlos Van Cotthem  
Commercial Officer (Agricultural, food  
products-incl. fish/seafood and related, pulp  
and paper, forestry equipment/services,  
consumer products)

Mr. Aaron Malka  
Commercial Officer (Telecommunications,  
industrial machinery-incl. plastic processing  
machinery, construction/building materials/  
housing, chemicals, medical/health care)

## **Comoros (Islamic Federal Republic of)**

see Tanzania



## **Plan the financial resources you'll need**

*Exploring foreign markets*

*can take longer and cost more than expected. Be prepared for significant costs for market research, product launchings and several personal visits.*

## **Congo (Republic of)**

see Gabon

## **Cook Islands**

see New Zealand

## **Costa Rica (Republic of)**

### **Canadian Embassy**

*Street Address:*  
Oficentro Ejecutivo La Sabana,  
Sabana Sur, Detras de la Contraloria General  
de la Republica,  
Edificio #5, Piso #3,  
San José, Costa Rica

*Mailing Address:*  
Apartado Postal 351-1007,  
Centro Colón,  
San José, Costa Rica

Tel: (011-506) 296-4149  
Fax: (011-506) 296-4280  
E-mail: canadacr@sol.racsa.co.cr

*Territory:* Costa Rica, Honduras, Nicaragua

*Office Hours:* Mon-Thurs: 0800-1700;  
Fri: 0800-1330

*Major Holidays:* (1998/99) Oct 12,  
Dec 25-28; Jan 1, Apr 2, July 1, Sept 15,  
Oct 11, Dec 27-28

*Time Difference (E.S.T.):* -1

Mr. Denis Thibeault  
Ambassador

Mr. Jeff Blackstock  
First Secretary (Commercial) and Consul

Mr. Manuel Ruiz R.  
Commercial Officer

Mr. Adolfo Quesada V.  
Commercial Officer

Mrs. Marjorie Escalante  
Commercial Assistant

Mrs. Vilma Martínez  
Commercial Assistant

## **Côte d'Ivoire (République de)**

### **Abidjan**

#### **Canadian Embassy**

*Street Address:*

Immeuble 'Trade-Center',  
23, avenue Noguès,  
Le Plateau, Abidjan,  
Côte d'Ivoire

*Mailing Address:*

01 B.P. 4104,  
Abidjan 01, Côte d'Ivoire

Tel: (011-225) 21-20-09

Fax: (011-225) 22-05-30

E-mail: commerce@abdjn01.x400.gc.ca

*Territory:* Côte d'Ivoire, Benin, Liberia, Niger

*Office Hours:* Mon/Tues/Thurs: 0730-1730;  
Wed: 0730-1300; Fri: 0730-1230

*Major Holidays:* (1998/99) Dec 25; Jan 1,  
Apr 19, May 7, May 18, July 1, Nov 1,  
Nov 15, Dec 7, Dec 27 (Ramadan Dec 18-  
Jan 19 approx.)

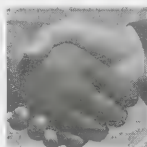
*Time Difference (E.S.T.):* +5

Mr. Donald McMaster  
Ambassador

Ms. Andrée Vary  
First Secretary (Commercial) and African  
Development Bank (ADB) Liaison Officer  
E-mail: andree.vary@abdjn01.x400.gc.ca

Mr. Ousmane Somali  
Commercial Officer (Mines, petroleum, gas,  
energy, transport, consumer products)  
E-mail: somali.ousmane@abdjn01.x400.gc.ca

Mr. Justin-Barnabé Houedanou  
Commercial Officer (Education, health,  
environment, information technologies,  
African Development Bank)  
E-mail: justin.houedanou@abdjn01.x400.gc.ca



## **Ask your Trade Commissioner for...**

### **Visit Information —**

*Once you decide to visit the country  
you want to do business in, we can  
provide practical advice on timing  
and organizing your trip. Please use  
your travel agent to make appropriate  
hotel and travel arrangements.*

### **Niamey**

Office of the Canadian Embassy,  
Sonara II Building,  
avenue du Premier Pont,  
Niamey, Niger

*Mailing Address:*

P.O. Box 362,  
Niamey, Niger

Tel: (011-227) 75.36.86

Fax: (011-227) 75.31.07

Mr. Abdou Rabiou  
Commercial Officer  
E-mail: rabiou@cdaniger.nc

## **Croatia (Republic of)**

#### **Canadian Embassy**

*Street Address:*

Mihanoviceva 1,  
10000 Zagreb, Croatia

*Mailing Address:* (same as above)

Tel: (011-385-1) 4573-223/4577-884 (Trade)

Fax: (011-385-1) 457-7913

E-mail: canada@zg.tel.hr

*Office Hours:* Mon-Fri: 0800-1600

*Major Holidays:* (1998/99) Dec 25; Jan 1,  
Jan 6, May 31, June 22, July 1, Aug 5,  
Aug 16, Sept 6, Nov 1, Dec 27

*Time Difference (E.S.T.):* +6

Mr. Donald W. Smith  
Ambassador

Ms. Wendy Zecic  
Commercial Officer  
E-mail: wendy.zecic@micro.x400.gc.ca

*Note: All trade enquiries should be referred to  
the Canadian Embassy in Hungary.*

## **Cuba (Republic of)**

#### **Canadian Embassy**

*Street Address:*

Calle 30 No. 518,  
Miramar, Havana, Cuba

NOTE: Send all mail to: Commercial Division,  
P.O. Box 500 (HVAN),  
Ottawa, Ontario K1N 8T7

Cable: CANADIAN HAVANA

Tel: (011-53-7) 24-2516/24-2517/24-2752

Fax: (011-53-7) 24-2044/24-1069

E-mail: td.havan@havan01.x400.gc.ca

*Office Hours:* Mon, Tues, Thurs,  
Fri: 0800-1700; Wed: 0830-1400

*Major Holidays:* (1998/99) Oct 12, Nov 11,  
Dec 25-28; Jan 1, Apr 2-5, May 24, July 1,  
July 26, Sept 6, Oct 11, Dec 27-28

*Time Difference (E.S.T.):* 0

Mr. Keith H. Christie  
Ambassador

Mr. Guy E. Salesse  
Counsellor (Commercial) and Consul

Ms. Céline Boies  
First Secretary (Commercial)

Mr. Tino Romaguera  
Commercial Officer

Ms. Jo-Ann Salas  
Commercial Officer

#### **Trade Information Centre**

Mrs. Gloria Rodríguez

Ms. Alicia Goznález

## **Cyprus (Republic of)**

see Syria

## **Czech Republic**

#### **Canadian Embassy**

*Street Address:*

Commercial Division,  
Mickiewiczova 6,  
125 33 Prague 6,  
Czech Republic

*Mailing Address:* (same as above)



Tel: (011-420-2) 2431-1108  
Fax: (011-420-2) 2431-0294/2431-4060  
Internet: <http://www.dfait.maeci.gc.ca/~prague>

*Territory:* Czech Republic, Slovakia

*Office Hours:* Mon-Fri: 0800-1600

*Major Holidays:* (1998/99) Oct 28, Dec 24-25;  
Jan 1, Apr 5, July 5-6, Oct 28, Dec 24

*Time Difference (E.S.T.):* +6

Mr. Ronald Halpin  
Ambassador

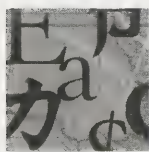
Ms. Valerie Smith  
Counsellor (Commercial)  
(Foreign direct investment, financial services,  
OECD, European Union, bilateral agreements,  
arts/cultural industries)

Mrs. Ilona Boldova  
Commercial Officer (Aerospace/defence,  
agriculture, food/beverages, consumer products,  
fish/seafood products, medical/health care  
products/services, oil and gas, energy  
equipment, electrical power equipment/  
services, urban transit/rail equipment,  
automotive)

Ms. Eliska Grycova  
Commercial Officer (Environment/  
biotechnology industries, construction  
products/services, information technologies/  
telecommunications, advanced manufacturing  
technologies, chemicals, plastics, advanced  
materials, forest industries, resource  
equipment/technology, metals/minerals  
equipment/services)

Ms. Zora Breznova  
Trade Program (WIN Exports Manager)

Ms. Ivana Prendikova  
Commercial Assistant (Basic information on  
exporting to Canada, investing in Canada,  
investing in the Czech Republic,  
business/professional/educational services)



### Foreign clients often ask...

*How do you plan to enter  
the market: export, license, joint  
venture or investment?*

## Democratic Republic of Congo (formerly Zaire)

### Canadian Embassy

*Street Address:*  
17, avenue Pumbu,  
Commune de Gombe,  
Kinshasa, Democratic Republic of Congo

*Mailing Address:*  
P.O. Box 8341,  
Kinshasa 1, Democratic Republic of Congo

Tel: (011-243) 123-4947/123-4147  
Fax: (011-243) 884-1277/880-3434

*Time Difference (E.S.T.):* +6

Mrs. Verona Edelstein  
Ambassador

## Denmark (Kingdom of)

### Canadian Embassy

*Street Address:*  
Kristen Bernikowsgrade 1,  
DK-1105 Copenhagen K, Denmark

*Mailing Address:* (same as above)

Tel: (011-45-33) 48 32 00  
Fax: (011-45-33) 48 32 20

*Territory:* Denmark, Faroe Islands, Greenland

*Office Hours:* Mon-Fri: 0830-1700

*Major Holidays:* (1998/99) Oct 12, Dec 25-28;  
Jan 1, Apr 1-5, June 1, July 1, Sept 6, Oct 11,  
Dec 27-28

*Time Difference (E.S.T.):* +6

Mr. Brian E. Baker  
Ambassador

Mr. Peter Fawcett  
Counsellor (Commercial)  
(Investment, trade relations, trade policy,  
military procurement)  
E-mail: [peter.fawcett@copen01.x400.gc.ca](mailto:peter.fawcett@copen01.x400.gc.ca)

Mr. David S. Horup  
Commercial Officer (Advanced technology,  
telecommunications, military procurement,  
machinery and equipment, medical/  
pharmaceutical products, environmental  
technology, energy, transportation)  
E-mail: [david.horup@copen01.x400.gc.ca](mailto:david.horup@copen01.x400.gc.ca)

Ms. Bernadette Luscombe-Thomsen  
Commercial Officer (Fisheries, fish/seafood  
products, agriculture, food, forestry, UN  
procurement, building/construction,  
plastics/chemicals, mining/minerals)  
E-mail: [bernadette.thomsen@copen01.x400.gc.ca](mailto:bernadette.thomsen@copen01.x400.gc.ca)

Ms. Wendy Sandsjö  
Trade Assistant (Consumer products)  
E-mail: [wendy.sandsjo@copen01.x400.gc.ca](mailto:wendy.sandsjo@copen01.x400.gc.ca)

## Djibouti (Republic of)

see Ethiopia

## Dominica (Commonwealth of)

see Barbados

## Dominican Republic

### Office of the Canadian Embassy

*Street Address:*  
Capitón Eugenio de Marchena #39,  
La Esperilla,  
Santo Domingo, Dominican Republic

*Mailing Address:*  
P.O. Box 2054,  
Santo Domingo, Dominican Republic

Tel: (809) 685-1136  
Fax: (809) 682-2691

*Office Hours:* Mon-Fri: 0730-1530

*Major Holidays:* (1998/99) Oct 12, Dec 25-28;  
Jan 1, Jan 22, Feb 26, Apr 2, May 24, July 1,  
Aug 16, Sept 6, Oct 11, Dec 24-27

*Time Difference (E.S.T.):* +1

Mr. Allan J. Stewart  
Ambassador  
(Resident in Caracas, Venezuela)

Mr. Pierre Giroux  
Chargé d'Affaires a.i.  
E-mail: [pierre.giroux@micro.x400.gc.ca](mailto:pierre.giroux@micro.x400.gc.ca)

Ms. Nancy Collado  
Commercial Officer  
E-mail: [nancy.collado@micro.x400.gc.ca](mailto:nancy.collado@micro.x400.gc.ca)



## **Gear up for demand**

*Be prepared to meet the increased demand from a*

*successful foreign sale. Don't forget to plan how you will adapt your products or services to the needs and tastes of the target market.*

## **Ecuador (Republic of)**

### **Canadian Embassy**

#### *Street Address:*

Avda. 6 de Diciembre 2816 y Paul Rivet,  
APRTD 17-11-6512 CCI,  
Quito, Ecuador

#### *Mailing Address:*

Apartado 17-11-6512 CCI,  
Quito, Ecuador

Tel: (011-593-2) 506-162/232-114/564-795/  
232-040/238-418/506-163/232-041/232-115  
Fax: (011-593-2) 503-108  
E-mail: canada2@ecnet.ec

Mr. John Kneale  
Ambassador

Mr. Ricardo Valdez  
Commercial Officer

## **Egypt (Arab Republic of)**

### **Canadian Embassy**

#### *Street Address:*

5 Midan Al Saraya Al Kobra Street,  
Garden City, Cairo, Egypt

#### *Mailing Address:*

P.O. Box 1667 Kasr El Doubara,  
Cairo, Egypt

Tel: (011-20-2) 354-3110  
Fax: (011-20-2) 354-7659  
E-mail: td.cairo@cairo01.x400.gc.ca

*Territory:* Egypt, Sudan

*Office Hours:* Sun-Thurs: 0830-1430

*Major Holidays:* (1998/99) Oct 11, Dec 27-28;  
Jan 3, Jan 7, July 1, Oct 10, Dec 26-27  
(Ramadan Dec 18-Jan 19 approx.)

*Time Difference (E.S.T.): +7*

Ms. Marie-Andrée Beauchemin  
Ambassador

Mr. André L. Potvin  
Counsellor (Commercial/Economic)  
and Consul  
E-mail: andre.potvin@cairo01.x400.gc.ca

Mr. Magdy E.S. Ghazal  
Senior Commercial Officer  
(Agriculture/food, forestry, consumer products)

Mr. Joseph H. Tadros  
Commercial Officer (Computers,  
telecommunications, energy, petroleum)  
E-mail: joseph.tadros@cairo01.x400.gc.ca

Mr. Hany W. Ibrahim  
International Trade Officer (Environment,  
education, construction, services,  
transportation, biotechnology)  
E-mail: hany.ibrahim@cairo01.x400.gc.ca

## **El Salvador (Republic of)**

### **Office of the Canadian Embassy**

#### *Street Address:*

Avenida Las Palmas, No. 111,  
Colonia San Benito,  
San Salvador, El Salvador

#### *Mailing Address:*

Apartado 3078,  
Centro de Gobierno,  
San Salvador, El Salvador

Tel: (011-503) 279-4655  
Fax: (011-503) 279-0765

*Office Hours:* Mon-Thurs: 0800-1630;  
Fri: 0800-1330

*Time Difference (E.S.T.): -1*

Mr. Geoff Gartshore  
First Secretary and Consul

Mr. Romeo Calderon  
Commercial Officer

*Note: Responsibility for the management of the commercial program in El Salvador rests with the Canadian Embassy in Guatemala City. However, general business inquiries should be addressed to San Salvador.*

## **England**

see Britain

## **Equatorial Guinea (Republic of)**

see Gabon

## **Eritrea**

see Ethiopia

## **Estonia (Republic of)**

see Latvia

## **Ethiopia (Federal Democratic Republic of)**

### **Canadian Embassy**

#### *Street Address:*

Higher 23, Kebele 12, House No. 122,  
Addis Ababa, Ethiopia

#### *Mailing Address:*

P.O. Box 1130,  
Addis Ababa, Ethiopia

Tel: (011-251-1) 71 30 22  
Fax: (011-251-1) 71 30 33  
E-mail: addis@paris03.x400.gc.ca

*Territory:* Ethiopia, Djibouti, Eritrea

*Office Hours:* Mon-Thurs: 0800-1700;  
Fri: 0800-1230

*Major Holidays:* (1998/99) Oct 12, Dec 25-28;  
Jan 1, Jan 7, Jan 28, Apr 9-12, Apr 16,  
May 28, July 1, Oct 11, Dec 27-28

*Time Difference (E.S.T.): +8*

Mr. John R. Schram  
Ambassador

Mr. Hugh Adsett  
Third Secretary and Vice-Consul (Ethiopia,  
Djibouti)

Mr. Maury Miloff  
First Secretary (Eritrea)

Mr. Telahun Workeneh  
Commercial Officer

## **European Union**

### **Mission of Canada to the European Union**

#### *Street Address:*

avenue de Tervuren, 2,  
1040 Brussels, Belgium

*Mailing Address:* (same as above)

Tel: (011-32-2) 741-0660  
Fax: (011-32-2) 741-0629  
E-mail: Canada@mail.interpac.be



*Responsibilities:* European Union, the European Atomic Energy Community, the European Coal and Steel Community

*Office Hours:* Mon-Fri: 0900-1745

*Major Holidays:* (1998/99) Oct 12, Nov 11, Dec 25-28; Jan 1, Apr 2-5, May 24, July 1, Sept 6, Oct 11, Nov 11, Dec 27-28

*Time Difference (E.S.T.):* +6

Mr. Jean-Pierre Juneau  
Head of Mission and Ambassador

Mr. Robert Hage  
Deputy Head of Mission and Minister-Counsellor

Mr. Gordon Venner  
Counsellor (General trade policy issues)  
E-mail: gordon.venner@bru03.x400.gc.ca

Mr. Victor Jarjour  
Counsellor (Agriculture)  
E-mail: victor.jarjour@bru03.x400.gc.ca

Dr. William Coderre  
Counsellor (Science and technology)  
E-mail: william.coderre@bru03.x400.gc.ca

Mr. Maurice Bernier  
Counsellor (Resource industries, business issues)  
E-mail: maurice.bernier@bru03.x400.gc.ca

Mr. G. Daniel Caron  
First Secretary (Fisheries, environment)  
E-mail: daniel.caron@bru03.x400.gc.ca

Mr. Rambod Behboodi  
First Secretary (Trade standards, regulatory issues)  
E-mail: rambod.behboodi@bru03.x400.gc.ca



## Ask your Trade Commissioner for...

### Face-to-face Briefing —

*One of our officers will meet with you personally to discuss the most recent developments in your target market and your future needs. Simply notify our office of your visit at least two weeks before your departure.*

## Faroe Islands

see Denmark

## Fiji

see New Zealand

## Finland (Republic of)

### Canadian Embassy

*Street Address:*  
Pohjoisesplanadi 25 B,  
FIN-00100 Helsinki, Finland

*Mailing Address:*  
P.O. Box 779,  
FIN-00101 Helsinki, Finland

Tel: (011-358-9) 171-141  
Fax: (011-358-9) 601-060  
E-mail: td.hsnki@paris03.x400.gc.ca

*Office Hours:* Mon-Fri: 0830-1630

*Major Holidays:* (1998/99) Oct 12, Dec 24-28;  
Jan 1, Apr 2-5, May 13, June 25, Sept 6,  
Oct 11, Dec 24-28

*Time Difference (E.S.T.):* +7

Mr. Craig T. MacDonald  
Ambassador

Mr. John Pearce  
Counsellor (Commercial) and Consul  
(Defence, aerospace, investment)

Mrs. Karita Huotari  
Business Development Officer (Information technologies, telecommunications, medical/health care, consumer goods, sporting goods, transportation)

Mr. Seppo Vihersaari  
Business Development Officer  
(Agriculture/agri-food, fisheries, chemicals, metals/minerals, machinery, environmental technology, forest products, building products, sporting goods)

Ms. Nina Lindberg  
Commercial Assistant (General enquiries)

## France (French Republic)

### Canadian Embassy

*Street Address:*  
35, avenue Montaigne,  
75008 Paris, France

*Mailing Address:* (same as above)

Tel: (011-33) 144.43.29.00  
Fax: (011-33) 144.43.29.98  
E-mail: paris.td@paris02.x400.gc.ca  
Internet: <http://www.dfait-maeci.gc.ca/~paris>

*Territory:* France, Monaco

*Office Hours:* Mon-Fri: 0845-1730

*Major Holidays:* (1998/99) Oct 12, Dec 25-28;  
Jan 1, Apr 2-5, June 1, June 29, July 14,  
Sept 6, Oct 11, Dec 27-28

*Time Difference (E.S.T.):* +6

Mr. Jacques Roy  
Ambassador

Mr. John McNab  
Minister-Counsellor  
(Economic/Commercial)

### Agri-food, Consumer Goods, Natural Resources, Cultural Industries

Mr. Denis Robert  
Counsellor (Commercial)

Mr. Yannick Dheilly  
Commercial Officer (Agri-food, fisheries)

Ms. Linda Bernard  
Commercial Officer (Consumer products, cultural industries)

Mr. Michel Montet  
Commercial Officer (Natural resources, construction material)

### High Technology

Mr. John Broadbent  
Counsellor (Commercial)

Mr. Guy Ladequis  
Commercial Officer (Aerospace, defence, security)

Mr. Musto Mitha  
Commercial Officer (Health, environmental technologies, transportation)

Mr. François Gauthé  
Commercial Officer (Telecommunications,  
multi-media, informatics, micro-electronics)

#### **Investment/Strategic Alliances**

Mr. Robert Catellier  
Counsellor (Investment)

Mr. Patrice Hidalgo  
Commercial Officer (Investment)

Mr. Gaston Gauvin  
Commercial Officer (Investment)

#### **Science and Technology**

Mr. Gilles Leclerc  
Counsellor (Space Affairs, Science and  
Technology)

Mr. Denis Lafeuille  
Technological Exchanges Officer (Canadian  
program for technology acquisition)

#### **Economic/Finance**

Mr. Jacques Paquette  
Counsellor (Economic)  
(Bilateral/multilateral economic relations,  
economic/commercial policy, WTO,  
OECD, G-7/8)

Mr. Richard Bastien  
Counsellor (Financial)  
(Monetary, financial and macro-economic  
questions)

Mrs. Geneviève Weill  
Economic and Financial Analyst

#### **French Guiana**

see Guyana

#### **French Polynesia**

see New Zealand

#### **Gabon (Gabonese Republic)**

##### **Canadian Embassy**

*Mailing Address:*  
P.O. Box 4037,  
Libreville, Gabon

Tel: (011-241) 74-34-64/65  
Telex: GO 5527 (DOMCAN 5527 GO)  
Fax: (011-241) 74-34-66

*Territory:* Gabon, Congo (Brazzaville),  
Equatorial Guinea, Sao Tome and Principe

*Office Hours:* Mon-Thurs: 0730-1730;  
Fri: 0730-1300

*Major Holidays:* (1998/99) Oct 30, Dec 25-28;  
Jan 1, Apr 2-5, July 1, Aug 16, Dec 27-28  
(Ramadan Dec 18-Jan 18 approx.)

*Time Difference (E.S.T.):* +6

Mr. Robert B. Noble  
Ambassador

Mr. Michel Vermette  
Commercial Officer  
E-mail: michel.vermette@paris03.x400.gc.ca

#### **Gambia (Republic of the)**

see Senegal

#### **Georgia (Republic of)**

see Turkey

#### **Germany (Federal Republic of)**

Missions in Germany are organized on an  
industry sector basis as opposed to a  
geographic basis. Therefore, all trade  
enquiries should be directed to the mission  
identified as having specific responsibility for  
the product in question.

##### **Bonn**

##### **Canadian Embassy**

*Street Address:*  
Friedrich-Wilhelm-Strasse 18,  
53113 Bonn, Germany

*Mailing Address:*  
Postfach 12 02 40,  
53044 Bonn, Germany

Tel: (011-49-228) 968-0  
Fax: (011-49-228) 968-3900  
E-mail: bonn.td@bonn01.x400.gc.ca

*Office Hours:* Mon-Fri: 0830-1700

*Major Holidays:* (1998/99) Oct 12, Dec 25-28;  
Jan 1, Feb 22, Apr 2-5, June 1, July 1, Aug 2,  
Sept 6, Oct 11, Dec 27-28

*Time Difference (E.S.T.):* +6

*Sector Responsibilities:* aerospace and defence  
products, security equipment, books,  
musical instruments, fish and seafood,  
environment, chemicals, cultural industries,  
health care, medical and pharmaceutical  
products and services, policy and regulatory  
matters, government procurement, remote  
sensing (incl. satellite space communications),  
power and energy equipment, management  
consulting services; Liaison with Telecom.

Mr. Gaëtan Lavertu  
Ambassador

Mr. Norbert Kalisch  
Counsellor and Head of Commerce,  
Investment and Science and Technology

#### **Commerce, Investment and Science and Technology Section**

Mr. Hans J. Himmelsbach  
Counsellor (Commercial)

Dr. Bill Bhaneja  
Counsellor (Science/Technology)

Mr. Emmanuel Skoulas  
Third Secretary (Commercial)

Dr. Bruno Wiest  
Technology Development Officer

Mr. Jens-Peter Otto  
Commercial Officer

Mr. Detlef Engler  
Investment Development Officer

Dr. Steffen Preusser  
Technology Development Officer

Mr. Ralf Schliephake  
Investment Development Officer



#### **Foreign clients often ask...**

*How would you describe  
the typical buyer, distributor, agent or  
partner you want to work with in your  
target market?*



## **Economic Division**

Mr. Ross Miller  
Counsellor (Economic)

Ms. Micheline Aucoin  
Counsellor (Finance)

Ms. Dorothea Greiff  
Policy Analyst/Research Assistant

## **Berlin**

### **Office of the Canadian Embassy**

#### *Street Address:*

Internationales Handelszentrum,  
Friedrichstrasse 95,  
23rd Floor,  
10117 Berlin, Germany

*Mailing Address:* (same as above)

Tel: (011-49-30) 20 31 20  
Fax: (011-49-30) 20 312 590

*Office Hours:* Mon-Fri: 0830-1700

*Major Holidays:* (1998/99) Oct 12, Dec 25-28;  
Jan 1, Feb 22, Apr 2-5, June 1, July 1, Aug 2,  
Sept 6, Oct 11, Dec 27-28

*Time Difference (E.S.T.):* +6

*Sector Responsibilities:* economic and commercial relations with Berlin and the five new German states; construction industry and related engineering services, agricultural equipment and computer-based training (CBT)/educational software for all of Germany.

Ms. Fredericka Gregory  
Minister

Mr. Leslie T. Reissner  
First Secretary (Commercial)

Mr. Thorsten Henke  
Commercial Officer

Ms. Ina Hoelzmann  
Commercial Officer



## **Make personal visits**

*Building business*

*relationships in foreign*

*markets is best done face to face.*

*Faxes and phone calls are great for follow-ups but nothing beats meeting in person.*

## **Düsseldorf**

### **Canadian Consulate**

#### *Street Address:*

Prinz-Georg-Str. 126,  
D-40479 Düsseldorf, Germany

*Mailing Address:* (same as above)

Tel: (011-49-211) 17 21 70  
Fax: (011-49-211) 35 91 65

*Office Hours:* Mon-Fri: 0830-1700

*Major Holidays:* (1998/99) Oct 12, Dec 25-28;  
Jan 1, Feb 15, Apr 2-5, May 24, July 1,  
Aug 2, Sept 6, Oct 11, Dec 24-27

*Time Difference (E.S.T.):* +6

*Sector Responsibilities:* agri-food, oil and gas, mining, minerals and metals, primary and secondary industry machinery (excl. agricultural machinery).

Mr. John R. Schofield  
Consul and Senior Trade Commissioner  
E-mail: john.schofield@bonn02.x400.gc.ca

Mr. Stephan Rung  
Commercial Officer (Agriculture)  
E-mail: stephan.rung@bonn02.x400.gc.ca

## **Hamburg**

### **Consulate of Canada**

#### *Street Address:*

ABC-Strasse 45,  
20354 Hamburg, Germany

*Mailing Address:* (same as above)

Tel: (011-49-40) 35556-295  
Fax: (011-49-40) 35556-294

*Office Hours:* Mon-Fri: 0830-1700

*Major Holidays:* (1998/99) Oct 12, Dec 25-28;  
Jan 1, Feb 22, Apr 2-5, June 1, July 1, Aug 2,  
Sept 6, Oct 11, Dec 27-28

*Time Difference (E.S.T.):* +6

*Sector Responsibilities:* fish (contact to importers, promotional initiatives shared with Bonn), water transport industries, forest products, wood furniture, building products (shared with Berlin).

Mr. Harold McNairnay  
Consul and Senior Trade Commissioner

Mr. Wolfgang M. Schefczyk  
Commercial Officer

## **Munich**

### **Canadian Consulate**

#### *Street Address:*

Tal 29,  
80331 Munich, Germany

*Mailing Address:* (same as above)

Tel: (011-49-89) 21-99-57-0  
Fax: (011-49-89) 21-99-57-57  
E-mail: munic.td@bonn02.x400.gc.ca

*Office Hours:* Mon-Thurs: 0900-1700;  
Fri: 0900-1530

*Major Holidays:* (1998/99) Oct 12, Dec 25-28;  
Jan 1, Feb 22, Apr 2-5, June 1, July 1,  
Aug 2, Sept 6, Oct 11, Dec 24-27

*Time Difference (E.S.T.):* +6

*Sector Responsibilities:* automotive and surface transportation equipment, electronic products, computers and computer software and hardware, telecommunications equipment and services, consumer products and services.

Mr. Jon Scott  
Consul and Senior Trade Commissioner  
E-mail: jon.scott@bonn02.x400.gc.ca

Ms. Deborah Peterson  
Vice-Consul and Assistant Trade Commissioner  
E-mail: deborah.peterson@bonn02.x400.gc.ca

Mr. Cliff Singleton  
Commercial Officer  
E-mail: cliff.singleton@bonn02.x400.gc.ca

Ms. Frieda Saleh  
Commercial Assistant  
E-mail: frieda.saleh@bonn02.x400.gc.ca

## Ghana (Republic of)

### Canadian High Commission

*Street Address:*

46 Independence Avenue,  
Accra, Ghana

*Mailing Address:*

P.O. Box 1639,  
Accra, Ghana

Tel: (011-233-21) 228555/228566/773791

Fax: (011-233-21) 773-792

E-mail: td.accra@accra01.x400.gc.ca

*Territory:* Ghana, Togo

*Office Hours:* Mon-Thurs: 0730-1600;  
Fri: 0730-1300

*Major Holidays:* (1998/99) Oct 12, Nov 11,  
Dec 25; Jan 1, Apr 2-5, July 1, Sept 6,  
Oct 11, Nov 11, Dec 27

*Time Difference (E.S.T.):* +5

Ms. Janet Graham  
High Commissioner (Ghana)  
Ambassador (Togo)

Mr. Michael Siewecke  
First Secretary (Commercial)  
E-mail: michael.siewecke@accra01.x400.gc.ca

Mr. S.B. Martin-Daniels  
Commercial Officer  
E-mail: samuel.martin-  
daniels@accra01.x400.gc.ca

## Gibraltar

see Britain

## Greece (Hellenic Republic)

### Canadian Embassy

*Street Address:*

4 Ioannou Ghennadiou Street,  
115 21 Athens, Greece

*Mailing Address:* (same as above)

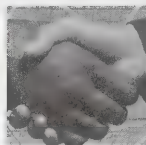
Tel: (011-30-1) 727-3400

Fax: (011-30-1) 727-3460

E-mail: commerce@athns01.x400.gc.ca

*Office Hours:* Mon-Fri: 0730-1530

*Major Holidays:* (1998/99) Dec 25; Jan 1,  
Mar 25, Apr 9-13, July 1, Dec 27



## Ask your Trade Commissioner for...

### Troubleshooting —

*Do you have an urgent business or  
market access problem? Call us for  
help. We cannot enter into private  
disputes or act as customs brokers,  
sales agents, collection agents or  
lawyers.*

*Time Difference (E.S.T.):* +7

Mr. David Hutton  
Ambassador

Mr. David R. Cohen  
Counsellor (Commercial)

Mrs. Marianna Saropoulos  
Commercial Officer (Agri-food,  
environment, oil and gas, consumer  
products, medical/health care, mining,  
metals and minerals, industrial machinery,  
forestry/construction)

Mr. George E. Dimitriou  
Commercial Officer (Telecommunications/  
information technology, power/energy,  
transportation)

Mrs. Marguerita Niada  
Commercial Assistant

Ms. Maria-Louise Economou  
Commercial Assistant

## Greenland

see Denmark

## Grenada

see Barbados

## Guadeloupe

see Barbados

## Guam

see Philippines

## Guatemala (Republic of)

### Canadian Embassy

*Street Address:*

13 Calle 8-44, Zona 10,  
Edyma Plaza, 8th Floor,  
Guatemala City 01010, Guatemala, C.A.

*Mailing Address:*

P.O. Box 400,  
Guatemala City, Guatemala, C.A.

Cable: CANADIAN GUATEMALA CITY

Tel: (011-502) 333-6102

Fax: (011-502) 333-6189

E-mail: td.gtmla@gtmla01.x400.gc.ca

*Territory:* Guatemala, El Salvador

*Office Hours:* Mon-Fri: 0800-1630

*Major Holidays:* (1998/99) Oct 19, Nov 2,  
Dec 25-28; Jan 1, Apr 1-2, May 24, July 2,  
Sept 15, Oct 11, Nov 1, Dec 24-28, Dec 31

*Time Difference (E.S.T.):* -1

Mr. Daniel Livermore  
Ambassador

Mr. Wayne A. McKenzie  
Counsellor (Commercial) and Consul  
E-mail: wayne.mckenzie@gtmla01.x400.gc.ca

Vacant  
Commercial Officer

Ms. Margo Dannemiller  
Commercial Assistant  
E-mail: margo.dannemiller@gtmla01.x400.gc.ca

## Guinea (Republic of)

### Canadian Embassy

*Street Address:*

Corniche Sud, Quartier Coléah,  
Commune Matam,  
Conakry, Guinea

*Mailing Address:*

P.O. Box 99,  
Conakry, Guinea

Tel: (011-224) 46 23 95/46 44 48/46 32 90/  
46 32 91/46 37 32

Fax: (011-224) 46 42 35

E-mail: Cnaky@paris03.x400.gc.ca

*Territory:* Guinea, Sierra Leone



*Office Hours:* Mon-Thurs: 0800-1645;  
Fri: 0800-1300

*Major Holidays:* (1998/99) Oct 2, Dec 25-28;  
Jan 1, Apr 6, Apr 13, June 8, Dec 27-28

*Time Difference (E.S.T.):* (Summer) +4;  
(Winter) +5

Mr. Denis Briand  
Ambassador

Mr. Souleymane N'Diaye  
Development Officer (Commercial/  
Co-operation)

## Guinea-Bissau (Republic of)

see Senegal

## Guyana (Republic of)

### Canadian High Commission

*Street Address:*  
Young and High Streets,  
Kingston, Georgetown, Guyana

*Mailing Address:*  
P.O. Box 10880,  
Georgetown, Guyana

Tel: (011-592-2) 72081-5  
Fax: (011-592-2) 58380

*Territory:* Guyana, French Guiana, Suriname

*Office Hours:* Mon-Fri: 0800-1630

*Major Holidays:* (1998/99) Oct 19, Dec 25-28;  
Jan 1, Feb 23, Apr 2-5, July 3, Aug 2,  
Dec 27-28

*Time Difference (E.S.T.):* +1

Mr. Allan Bowker  
High Commissioner

Mr. Tom Bearss  
Counsellor (Commercial)  
(Resident in Port of Spain, Trinidad and  
Tobago)

Ms. Lyriss Primo  
Commercial Officer  
E-mail: lyriss.primo@extott18.x400.gc.ca

Ms. Janice Khan  
Commercial Assistant  
E-mail: janice.khan@extott18.x400.gc.ca

## Haiti (Republic of)

### Canadian Embassy

*Street Address:*  
Delmas 18, Édifice Scotia Bank, Delmas,  
Port-au-Prince, Haiti

*Mailing Address:*  
P.O. Box 826,  
Port-au-Prince, Haiti

Tel: (011-509) 23 23 58  
Fax: (011-509) 23 87 20/23 87 03

*Office Hours:* Mon-Thurs: 0730-1600;  
Fri: 0730-1300

*Major Holidays:* (1998/99) Dec 25; Jan 1,  
Feb 12, Apr 2-5, July 1, Sept 6, Dec 27

*Time Difference (E.S.T.):* 0

Mr. Gilles Bernier  
Ambassador

Mr. Philippe Beaulne  
Counsellor and Consul  
(Political/Commercial)

Mrs. Nathalie Gissel  
Commercial Officer

## Honduras (Republic of)

see Costa Rica

## Hungary (Republic of)

### Canadian Embassy

*Street Address:*  
Zugligeti út 51-53,  
1121 Budapest, Hungary

*Mailing Address:* (same as above)

Tel: (011-36-1) 275-1200  
Fax: (011-36-1) 275-1215  
E-mail: td.bpest@bpest01.x400.gc.ca

*Territory:* Hungary, Albania, Bosnia and  
Herzegovina, Croatia, Slovenia

*Office Hours:* Mon-Fri: 0800-1600

*Major Holidays:* (1998/99) Oct 23, Dec 25-28;  
Jan 1, Apr 5, May 24, July 1, Aug 20, Sept 6,  
Oct 22, Dec 24-27

*Time Difference (E.S.T.):* +6

Ms. Susan M.W. Cartwright  
Ambassador (Hungary, Slovenia, Albania)

Mr. W.G. (Gib) McEwen  
Counsellor (Commercial) and Consul

Mr. Béla Gyönyör  
Commercial Officer (Agri-food, energy,  
primary/secondary industrial products)

Ms. Éva Bösze  
Commercial Officer (Advanced technology/  
telecommunications, industrial electronics,  
transportation equipment/services)

Mr. Roland Farkas  
Commercial Officer (Environment,  
construction, medical equipment/services,  
chemical products)

Ms. Martha Rauhoff  
Trade Assistant (Consumer products,  
business/professional/educational services,  
tourism)

## Iceland (Republic of)

see Norway

## India (Republic of)

### New Delhi

#### Canadian High Commission

*Street Address:*  
7/8 Shantipath, Chanakyapuri,  
New Delhi 110 021, India

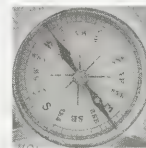
*Mailing Address:*  
P.O. Box 5208,  
New Delhi, India

Tel: (011-91-11) 687-6500  
Fax: (011-91-11) 687-5387  
E-mail: delhi.commerce@delhi01.x400.gc.ca

*Territory:* India, Bhutan, Nepal

*Office Hours:* Mon-Thurs: 0830-1730;  
Fri: 0830-1300

*Major Holidays:* (1998/99) Oct 2, Oct 19,  
Dec 25-28; Jan 1, Jan 25, Apr 2-5, July 1,  
Sept 6, Dec 27-28



**Zoom in on the most  
promising markets**

*Successful companies*

*concentrate on one foreign market at  
a time, moving on to the next only  
after succeeding in the last.*

*Time Difference (E.S.T.): +10 1/2*

Mr. Peter F. Walker  
High Commissioner

Mr. Bill Johnston  
Counsellor (Commercial)  
E-mail: bill.johnston@delhi01.x400.gc.ca

Ms. Kathleen Mackay  
First Secretary (Commercial)  
(Insurance, financial and agency services,  
defence programs/products and related,  
multi-sector/other-incl. NEBS, NEXOS)

Ms. Nancy Segal  
Second Secretary (Commercial)  
(Transportation equipment, technology  
services system, non-sectoral-incl.  
investment, S&T, R&D)

Mr. Ramesh C. Kamo  
Senior Commercial Officer (Information  
technology, GIS, business/professional/  
educational services, other services)

Mr. Ram Gupta  
Commercial Officer (Agriculture, agri-food  
and related, mining/metal/minerals, fisheries,  
sea products and related, forest products  
and related)

Mr. Viney Gupta  
Commercial Officer (Environment,  
biotechnology, medical/health care  
products/services, consumer products)

Mr. Ashwani Nanda  
Commercial Officer (Power/energy  
equipment/services, chemicals, chemical  
products and related, oil and gas products  
and related, primary/secondary industrial  
machinery)

Mr. Madhu Toshniwal  
Commercial Officer (Telecommunications  
equipment/services, construction products  
and related)

## **Mumbai (Bombay)**

### **Consulate of Canada**

*Street Address:*  
41/42 Maker Chambers VI,  
Jamnalal Bajaj Marg,  
Nariman Point,  
Mumbai (Bombay) 400 021, India

*Mailing Address:* (same as above)

Tel: (011-91-22) 287-6027/287-5479  
Fax: (011-91-22) 287-5514  
E-mail: consulate.canada@coc.sprintprg.ems.  
vsnl.net.in

*Territory:* States of Karnataka, Maharashtra,  
Gujarat, and Goa

*Office Hours:* Mon-Thurs: 0900-1730;  
Fri: 0900-1500

*Major Holidays:* (1998/99) Oct 2, Oct 19,  
Dec 25-28; Jan 1, Mar 5, July 1, Oct 1,  
Oct 18, Dec 27-28

*Time Difference (E.S.T.): +10 1/2*

Mr. Ron Bollman  
Consul and Trade Commissioner

Mr. Sanjeev Chowdhury  
Vice-Consul and Assistant Trade  
Commissioner

Mr. Apurva Mehta  
Commercial Officer

Mr. Amitabh Arora  
Commercial Officer

## **Bangalore**

Trade Office of Canada,  
Office No. 103, 1st Floor,  
Prestige Meridien 1, Rear Wing, 29 M.G. Road,  
Bangalore 560 001, India

Tel: (011-91-80) 5599418/5581116  
Fax: (011-91-80) 5599424

Mr. D.P. Vittal Nath  
Trade Advisor and Commercial Officer



### **Foreign clients often ask...**

*When do you plan to visit  
the market? Have you considered  
adapting your product or service  
literature to the market at that time?*

## **Chandigarh**

Office of the High Commission,  
SCO No. 33,34,35, Sector 17-A,  
Near Jagat Cinema,  
Chandigarh 160 017, India

Tel: (011-91-172) 716-020  
Fax: (011-91-172) 716-025

Mr. G.S. Sobti  
Commercial Officer

## **Indonesia (Republic of)**

### **Canadian Embassy**

*Street Address:*  
Wisma Metropolitan 1,  
5th Floor,  
Jalan Jendral Sudirman Kav. 29,  
Jakarta 12920, Indonesia

*Mailing Address:*  
P.O. Box 8324/JKS.MP,  
Jakarta 12084, Indonesia

Tel: (011-62-21) 525-0709  
Fax: (011-62-21) 571-2251/550-1494  
E-mail: jkrtatd@jkrtatd02.x400.gc.ca  
Internet: <http://www.dfait-maeci.gc.ca/jakarta>

*Office Hours:* Mon-Thurs: 0730-1615;  
Fri: 0730-1300

*Major Holidays:* (1998/99) Nov 17, Dec 25;  
Jan 1, Jan 19-20, May 13, Aug 17, Nov 17,  
Dec 27 (Ramadan Dec 18-Jan 19 approx.)

*Time Difference (E.S.T.): +12*

Mr. Ken Sunquist  
Ambassador

Ms. Marta Moszczenska  
Counsellor (Commercial)

Mr. Rene Wassill  
First Secretary (Commercial)  
(Mining, metals and minerals, rail/urban  
transit, consulting engineering)

Mr. Graham Shantz  
First Secretary (Commercial)  
(Financial services, power/energy, services  
industries, investment development)

Ms. Ginette Martin  
First Secretary (Political/Trade)  
(APEC/Trade policy issues)



Ms. Julie Insley  
Second Secretary (Commercial)  
and Vice-Consul  
(Science and technology, telecommunications,  
information technology, marine technology,  
aerospace/aviation, remote sensing/mapping,  
multimedia, cultural industries)

Ms. Lies Suroto  
Commercial Officer (Construction/building  
products, forestry, oil and gas, ports/highways,  
iron/steel)

Mr. Tommy Ruslim  
Commercial Officer (Agriculture/food,  
fisheries/seafood, biotechnology)

Mr. Husni Djaelani  
Commercial Officer (Environmental  
technology, education, consumer products,  
textiles/clothing)

Mr. Hermawan  
Commercial Officer (Industrial machinery,  
plastics industry, chemical/petrochemical,  
electronic products, automotive,  
medical/health)

## Iran (Islamic Republic of)

### Canadian Embassy

*Street Address:*  
57 Shahid Javad Sarafraz Street,  
Ostad Motahari Avenue,  
Tehran 15868, Iran

*Mailing Address:*  
P.O. Box 11365-4647,  
Tehran, Iran

Tel: (011-98-21) 873-2623/24/25/26  
Fax: (011-98-21) 873-3202

*Office Hours:* Sun-Thurs: 0800-1600

*Major Holidays:* (1998/99) Oct 11,  
Dec 24-27; Jan 1, Mar 21-22, Apr 1, July 1,  
Sept 5, Oct 10, Dec 25-28 (Ramadan  
Dec 18-Jan 19 approx.)

*Time Difference (E.S.T.):* +8 1/2

Mr. Michel de Salaberry  
Ambassador

Mr. Andrew Shisko  
Senior Trade Commissioner  
(Financial institutions, wheat)  
E-mail: andrew.shisko@teran01.x400.gc.ca

Mr. Eric Robinson  
Third Secretary (Commercial)  
(Oil and gas, power/energy, environment,  
chemicals/petrochemicals, consulting  
engineering, services)  
E-mail: eric.robinson@teran01.x400.gc.ca

Mr. Sohrab Oshidar  
Commercial Officer (Agriculture, forest  
products, geomatics, health/medical,  
telecommunications, information technologies)  
E-mail: sohrab.oshidar@teran01.x400.gc.ca

Mr. Siavash Bakhtiari  
Commercial Officer (Industrial machinery,  
mining/mineral processing, transportation,  
instrumentation, electronics, safety/security)  
E-mail: siavash.bakhtiari@teran01.x400.gc.ca

## Iraq (Republic of)

see Jordan

## Ireland

### Canadian Embassy

*Street Address:*  
Canada House,  
65 St. Stephen's Green,  
Dublin 2, Ireland

*Mailing Address:* (same as above)

Tel: (011-353-1) 478 1988  
Fax: (011-353-1) 478 1285  
E-mail: Cdnembsy@iol.ie

*Office Hours:* Mon-Fri: 0830-1700

*Major Holidays:* (1998/99) Oct 26,  
Dec 25-28; Jan 1, Mar 17, Apr 2-5, May 3,  
June 7, July 1, Aug 2, Oct 25, Dec 27-28

*Time Difference (E.S.T.):* +5

The Honourable Ronald A. Irwin  
Ambassador

Mrs. Monica Heron  
Counsellor (Commercial)

Mr. John Sullivan  
Commercial Officer

Mrs. Gerry Mongey  
Commercial Assistant



## Study the market and the culture

*Business people and customers in most foreign markets will appreciate and reward your efforts to learn about their culture.*

## Israel (State of)

### Canadian Embassy

*Street Address:*  
3 Nirim Street,  
Tel Aviv 67060, Israel

*Mailing Address:* (same as above)

Tel: (011-972-3) 636-3300/636-3351 (Trade)  
Fax: (011-972-3) 636-3385 (Trade)

*Office Hours:* Mon-Thurs: 0800-1630;  
Fri: 0800-1330

*Major Holidays:* (1998/99) Oct 5, Dec 25;  
Jan 1, Apr 1-5, Apr 7, Apr 21, May 21, July 1,  
Sept 20, Dec 27

*Time Difference (E.S.T.):* +7

Mr. David Berger  
Ambassador

Ms. Goldie Schermann  
First Secretary (Commercial)  
(Program management, multilateral/bilateral  
economic issues, trade policy, banking/  
financial services)  
E-mail: goldie.schermann@taviv01.x400.gc.ca

Mr. Tim Martin  
First Secretary and Consul  
(Ramallah, West Bank and Gaza Strip)  
E-mail: tim.martin@taviv01.x400.gc.ca

Ms. Atalia Kahan  
Senior Commercial Officer (Agri-food,  
environment, health care, biotechnology,  
chemicals and plastics, geomatics, cosmetics,  
textile, apparel)  
E-mail: atalia.kahan@taviv01.x400.gc.ca

Mr. Avi Goldstein  
Commercial Officer (Telecommunications, electronic and computers, energy, oil and gas, transportation, construction, industrial machinery, defence, security products, sporting goods)  
E-mail: avi.goldstein@taviv01.x400.gc.ca

Ms. Lilian Green  
Commercial Assistant (Forestry products, residential/institutional furniture, household, "do-it-yourself" and hardware, building and building materials, consumer products/giftware, security products, construction equipment/materials, WIN)  
E-mail: lilian.green@taviv01.x400.gc.ca

Ms. Darla Hurwitz Scott  
Commercial Assistant (Consumer products-electronics, education equipment/services, fine arts, giftware, housewares, musical instruments, office products, toys and games, plastics-not furniture, health/beauty; general trade enquiries)  
E-mail: darla.hurwitz@taviv01.x400.gc.ca

## Italy (Italian Republic)

### Rome

#### Canadian Embassy

##### Street Address:

Via G.B. de Rossi 27,  
00161 Rome, Italy

##### Mailing Address: (same as above)

Tel: (011-39-06) 44598.1  
Fax: (011-39-06) 44598.754/44598.752  
E-mail: rome@rome01.x400.gc.ca

*Territory:* Provinces of Abruzzo, Basilicata, Calabria, Campania, Lazio, Marche, Molise, Puglia, Sardegna, Sicilla, Toscana, Umbria;  
*Other countries:* Malta, San Marino

*Office Hours:* Mon-Fri: 0830-1700

*Major Holidays:* (1998/99) Oct 12, Dec 25-28; Jan 1, Apr 2-5, July 1, Aug 16, Sept 6, Oct 11, Dec 27-28

*Time Difference (E.S.T.):* +6

Mr. Jeremy K.B. Kinsman  
Ambassador

Mr. William H. Pound  
Minister-Counsellor (Economic/Commercial) (Trade and investment program management, economic issues, trade policy, banking/financial services)

Mr. Peter Egyed  
First Secretary (Commercial) (Aerospace, defence programs, investment development and strategic alliances, urban transit/rail equipment, science and technology, marine transport and equipment, cultural and educational services, commercial and transport services, public procurement)

Mr. Michael J. McDermott  
Commercial Officer (Market access issues, statistics, agri-food, fisheries, forestry, grains and oilseeds)

Mr. John B. Picard  
Commercial Officer (Telecommunications equipment/services, information technologies/geomatics, space, consumer electronics, defence electronics and security products, broadcasting/ audio-visual products/services)

Mr. Alex L. Jones  
Commercial Officer (Financial/economic reporting, environmental industries, oil and gas, power/energy, banking/financial services, building products, investment development, transport equipment and services)

Mrs. Luciana Tranquilli-Spila  
Commercial Assistant (Consumer products and services, health care products/services, men's and children's apparel, educational products, toys and games)

Mrs. Patrizia Giuliotti  
Economic and Commercial Assistant

Ms. Sheryl MacLean  
Commercial Assistant

### Milan

#### Canadian Consulate General

##### Street Address:

Via Vittor Pisani 19,  
20124 Milan, Italy

##### Mailing Address: (same as above)

Tel: (011-39-02) 6758-1  
Fax: (011-39-02) 6758-39006758-3945  
E-mail: milan@milan01.x400.gc.ca  
Internet: <http://www.canada.it>

*Territory:* Provinces of Emilia-Romagna, Friuli, Liguria, Lombardia, Piemonte, Trentino-Alto Adige, Val d'Aosta and Veneto

*Office Hours:* Mon-Fri: 0845-1715;  
(Summer) Mon-Thurs: 0830-1730;  
Fri: 0830-1300

*Major Holidays:* (1998/99) Oct 12, Dec 25-28; Jan 1, Apr 2-5, July 1, Sept 6, Oct 11, Dec 27-28

*Time Difference (E.S.T.):* +6

Vacant  
Consul General

Mr. Grant Manuge  
Consul and Senior Trade Commissioner (Trade and investment program, corporate liaison/investment development)

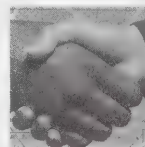
Mr. Bruno Hamel  
Vice-Consul and Assistant Trade Commissioner (Information/communication technologies, electronic components)

Mr. Nicola De Paolis  
Commercial Officer (Primary/secondary industrial machinery, packaging, instrumentation, plastics, geomatics, mining products/equipment, chemicals)

Mrs. Clara Baglietto  
Commercial Officer (Agri-food, fisheries, design industries, cultural industries)

Mr. Pier Paolo Chicco  
Commercial Officer (Automotive, strategic ventures, technology inflow)

Mrs. Sandra Marchesi  
Commercial Assistant (Medical devices, TID program administration, special events co-ordination)



### Ask your Trade Commissioner for...

#### Market Prospect —

*We'll help you assess your potential in your target market. We may have market reports available for some sectors. Should you need additional market research, we can refer you to local firms.*



Mrs. Paola Molteni  
Commercial Assistant (Investment/business immigration program, security products, franchising, business services)

Mrs. Carmen Travagin  
Commercial Assistant (Consumer goods, aboriginal products)

## Jamaica

### Canadian High Commission

#### Street Address:

30-36 Knutsford Boulevard,  
Kingston 5, Jamaica, W.I.

#### Mailing Address:

P.O. Box 1500,  
Kingston 10, Jamaica, W.I.

Cable: BEAVER KINGSTON JA

Tel: (1-876) 926-1500

Telex: (Destination code 291) 2130

(2130 BEAVER JA)

Fax: (1-876) 960-3861

E-mail: td.kngtn@kngtn01.x400.gc.ca

Territory: Jamaica, Bahamas, Belize, Cayman Islands, Turks and Caicos Islands

Office Hours: Mon-Fri: 0800-1630

Major Holidays: (1998/99) Oct 19, Dec 25-28;  
Jan 1, Feb 25, Apr 2-5, May 24, July 1,  
Aug 6, Oct 19, Dec 27-28

Time Difference (E.S.T.): 0

Mr. Gavin Stewart  
High Commissioner

Mr. W.P. (Pat) Molson  
Counsellor (Commercial)

(Trade policy, economic reporting,  
investment, aid and development-incl.  
CIDA INC program management)

Miss Yasmin M. Chong  
Commercial Officer (Agriculture, fisheries,  
food products/grains, minerals, fossil fuels,  
semi-finished wood products, Capital  
Projects/CIDA INC, pulp and paper,  
transport equipment/services-excl. aircraft,  
electrical/power generation equipment/services)

Mr. Gregory Shervington  
Commercial Officer (Computers/software,  
general industrial machinery, textiles, clothing,  
consumer products, sporting goods, medical/  
veterinary products, chemicals, fertilizer,  
plastics, office supplies/equipment, hardware/  
building products, telecommunications,  
electronic products)

Ms. Flavia Weir  
Commercial Assistant

## Japan

### Tokyo

#### Canadian Embassy

#### Street Address:

7-3-38 Akasaka,  
Minato-ku,  
Tokyo 107, Japan

Mailing Address: (same as above)

Cable: CANADIAN TOKYO

Tel: (011-81-3) 5412-6200

Fax: (011-81-3) 5412-6247 (Trade)

E-mail: d-tdko-td@tokyo04.x400.gc.ca

Internet: <http://www.dfait-maeci.gc.ca/ni-ka>

Office Hours: Mon-Fri: 0900-1730

Major Holidays: (1998/99) Dec 25-28; Jan 1,  
Apr 2, May 5, July 1, Dec 27-28

Time Difference (E.S.T.): +14

Mr. Leonard J. Edwards  
Ambassador

Mr. Melvyn L. MacDonald  
Minister (Economic/Commercial)

#### Commercial Division

##### -- Agriculture, Fisheries and Consumer Products

Mr. Ron Davidson  
Counsellor (Commercial)

Ms. Yvonne Gruenthaler  
Second Secretary (Commercial)

Ms. Pamela Hay  
Third Secretary (Commercial)

Mr. Yuzuru Kagi  
Commercial Officer

Mr. Hiroshi Matsunaga  
Commercial Officer

Mr. Masao Nakai  
Commercial Officer



## Foreign clients often ask...

*What is unique or special about your company, product or service?*

Ms. Ruriko Koike  
Commercial Officer

#### -- Energy, Forestry and Minerals

Mr. Brian Parrott  
Counsellor (Commercial)

Mr. David Bostwick  
First Secretary (Commercial)

#### -- High Technology and Industrial Products

Mr. Robert Brocklebank  
Counsellor (Commercial)

Mr. Allan Edwards  
Second Secretary (Commercial)

Mr. Andrew Smith  
Second Secretary (Commercial)

Mr. Yasujiro Yabe  
Commercial Officer

Mr. Hideyo Owaki  
Commercial Officer

Mr. Noboru Aoki  
Commercial Officer

Ms. Emiko Kawagoshi  
Commercial Officer

#### Investment, Science and Technology Co-operation Section

Mr. Louis A. Boisvert  
Counsellor (Investment)

Ms. Patricia Cronin  
First Secretary (Commercial)

Mr. Shiro Kiyohara  
Commercial Officer

Ms. Peggy Tsang  
Counsellor (Science and Technology)

Ms. Noriko Abe  
Science and Technology Program Officer

Ms. Yukiko Suzuki  
Program Support Officer

Mr. Isao Kaneko  
Commercial Officer

## Fukuoka

### Canadian Consulate

*Street Address:*

FT Bldg. 9F,  
4-8-28 Watanabe-dori,  
Chuo-ku, Fukuoka 810-0004, Japan

*Mailing Address:* (same as above)

Tel: (011-81-92) 752-6055  
Fax: (011-81-92) 752-6077  
E-mail: [tokyo@tokyo03.x400.gc.ca](mailto:tokyo@tokyo03.x400.gc.ca)

*Territory:* Prefectures of Fukuoka, Kagoshima, Kumamoto, Miyazaki, Nagasaki, Oita, Okinawa, Saga

*Office Hours:* Mon-Fri: 0900-1730

*Time Difference (E.S.T.):* +14

Mr. Benoît Préfontaine  
Consul and Trade Commissioner

Mr. Kazuhiro Uemura  
Commercial Officer

## Nagoya

### Canadian Consulate

*Street Address:*

Nakato Marunouchi Bldg. 6F,  
3-17-6 Marunouchi, Naka-ku,  
Nagoya 460-0002, Japan

*Mailing Address:* (same as above)

Tel: (011-81-52) 972-0450  
Fax: (011-81-52) 972-0453  
E-mail: [tokyo@tokyo03.x400.gc.ca](mailto:tokyo@tokyo03.x400.gc.ca)

*Territory:* Prefectures of Aichi and Gifu

*Office Hours:* Mon-Fri: 0900-1730

*Time Difference (E.S.T.):* +14

Mr. Terry Greenberg  
Consul and Trade Commissioner

Mr. Takeo Hatano  
Commercial Officer

## Osaka

### Canadian Consulate General

*Street Address:*

Daisan Shoho Building,  
12th Floor,  
2-2-3 Nishi-Shinsaibashi,  
Chuo-ku, Osaka 542-0086, Japan

*Mailing Address:*

P.O. Box 150,  
Osaka Minami, 542-8691 Japan

Tel: (011-81-6) 212-4910  
Fax: (011-81-6) 212-4914  
E-mail: [tokyo@tokyo05.x400.gc.ca](mailto:tokyo@tokyo05.x400.gc.ca)

*Territory:* Prefectures of Osaka, Hyogo, Kyoto, Nara, Okayama, Shiga, Wakayama

*Office Hours:* Mon-Fri: 0900-1730

Major Holidays: (1998/99) Dec 25-28;  
Jan 1, Apr 2, May 3, July 1, Dec 27-28

*Time Difference (E.S.T.):* +14

Mr. Peter G. Campbell  
Consul General

Mr. Christian Hansen  
Consul and Trade Commissioner

Mr. Yoshio Horiuchi  
Commercial Officer (Housing, construction materials)

Mr. Kiyoji Hanasaki  
Commercial Officer (Consumer products, health care)

Mr. Toshihisa Seki  
Commercial Officer (Agri-food, fisheries)

## Jordan (Hashemite Kingdom of)

### Canadian Embassy

*Street Address:*

Pearl of Shmeisani Building,  
Shmeisani, Amman, Jordan

*Mailing Address:*

P.O. Box 815403,  
Amman 11180, Jordan

Tel: (011-962-6) 566-6124  
Fax: (011-962-6) 568-9227

*Territory:* Jordan, Iraq

*Office Hours:* Sun-Thurs: (Winter) 0830-1630; (Summer) Sun-Wed: 0800-1630; Thurs: 0800-1330

*Major Holidays:* (1998/99) Nov 14-16, Dec 25-26; Jan 1-2, Jan 17-19, Mar 27-31, Apr 11, May 1, May 25, June 15, June 24, Aug 11, Nov 4, Nov 14, Dec 25 (Ramadan Dec 18-Jan 19 approx.)

*Time Difference (E.S.T.):* +7

Mr. Michael Molloy  
Ambassador

Mr. George Sanderson  
Counsellor (Commercial)  
(Resident in Damascus, Syria)

Mrs. Hala Helou  
Commercial Officer

## Kazakhstan (Republic of)

### Canadian Embassy

*Street Address:*

34 Karasai Batir Street (Vinogradov Street),  
480100 Almaty, Kazakhstan

*Mailing Address:* (same as above)

Tel: (011-7-3272) 50 11 51/50 11 52/50 11 53  
Fax: (011-7-327) 581 1493  
E-mail: [almat@micro.x400.gc.ca](mailto:almat@micro.x400.gc.ca)

*Territory:* Kazakhstan, Kyrgyz Republic, Tajikistan

*Office Hours:* Mon-Fri: 0900-1730

*Major Holidays:* (1998/99) Oct 12, Nov 11, Dec 16, Dec 25-28; Jan 1, Apr 2-5, July 1, Sept 6, Oct 11, Nov 11, Dec 16, Dec 27-28

*Time Difference (E.S.T.):* +11

Mr. C.R. Mann  
Ambassador

Mr. Andreas R. Weichert  
Trade Commissioner and Vice-Consul

Mr. Jalil Sharafutdinov  
Commercial Officer

Ms. Tatiana Kutovaya  
Commercial Officer



### Set realistic expectations

#### Developing foreign

markets is a long-term commitment.  
It takes time, effort and money. Make  
sure senior management is committed.  
Be prepared for the long haul and make  
perseverance your critical success factor.



## Kenya (Republic of)

### Canadian High Commission

#### Street Address:

Comcraft House,  
Haile Selassie Avenue,  
Nairobi, Kenya

#### Mailing Address:

P.O. Box 30481,  
Nairobi, Kenya

Cable: DOMCAN NAIROBI

Tel: (011-254-2) 214-804

Fax: (011-254-2) 226-987/216-485

E-mail: commerce@nrobi01.x400.gc.ca

*Territory:* Kenya, Burundi, Rwanda, Somalia,  
Uganda

*Office Hours:* Mon-Thurs: 0730-1600;  
Fri: 0730-1300

*Major Holidays:* (1998/99) Oct 12, Oct 20,  
Dec 14, Dec 25-28; Jan 1, Apr 9-12,  
Apr 30, July 1, Sept 6, Oct 11, Oct 20,  
Dec 12, Dec 24-27

*Time Difference (E.S.T.):* +8

Mr. Gerry Campbell  
High Commissioner

Mr. Bryan Burton  
Counsellor

Mr. Benjamin Wamahi  
Commercial Officer

Ms. Thelma R. Staussi  
Senior Commercial Assistant

## Kiribati

see New Zealand

## Korea (Republic of)

### Seoul

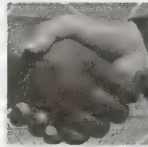
### Canadian Embassy

#### Street Address:

10th Floor, Kolon Building,  
45 Mugyo-dong, Jung-Ku,  
Seoul 100-170, Korea

#### Mailing Address:

C.P.O. Box 6299,  
Seoul 100-662, Korea



## Ask your Trade Commissioner for...

### Key Contacts Search —

*Need a list of qualified contacts in  
your target market? We can get it.  
These sources have the local  
knowledge you need to refine and  
implement your market entry strategy.  
We'll let you know of any charges for  
access to specialized databases.*

Cable: SEOUL DOMCAN

Tel: (011-82-2) 3455-6000

Fax: (011-82-2) 755-0686 (Commercial);  
773-8966 (Alberta); 778-0367 (Economic)

*Office Hours:* Mon-Fri: 0800-1630

*Major Holidays:* (1998/99) Oct 5-6, Dec 25-28;  
Jan 1, Jan 27-28, Apr 2-5, May 3, July 1,  
Sept 6, Oct 5-6, Dec 27-28

*Time Difference (E.S.T.):* (Mar-Oct) +13;  
(Oct-Mar) +14

Mr. Arthur C. Perron  
Ambassador

### Commercial/Economic Division

Mr. James Feir  
Minister-Counsellor (Commercial)  
E-mail: jim.feir@seoul01.x400.gc.ca

Ms. J.S. Kook  
Senior Commercial Assistant  
E-mail: jin-sook.kook@seoul01.x400.gc.ca

### Commercial Policy, Market Access, Power and Energy, Consumer Products and Investment

Mr. Kris Panday  
Counsellor (Commercial) and Deputy  
Program Manager  
E-mail: kris.panday@seoul02.x400.gc.ca

Ms. H.M. Park  
Commercial Assistant  
E-mail: hyun-mi.park@seoul01.x400.gc.ca

### Energy, Construction and Forest Products, Resources and Chemicals

Mr. C.S. Lee  
Senior Commercial Officer  
E-mail: choon-sung.lee@seoul01.x400.gc.ca

Ms. J.S. Kook  
Senior Commercial Assistant  
E-mail: jin-sook.kook@seoul01.x400.gc.ca

### Agriculture, Fisheries and Food Products

Mr. Murray Pearson  
Counsellor (Agriculture/Food)  
E-mail: murray.pearson@seoul02.x400.gc.ca

Mr. J.H. Kim  
Commercial Officer  
E-mail: jonghoon.kim@seoul01.x400.gc.ca

Ms. Ok Jin Cho  
Commercial Assistant  
E-mail: okjin.cho@seoul02.x400.gc.ca

### Advanced Technology and Telecommunications; Science and Technology

Mr. Ronald Laing  
First Secretary (Commercial)  
E-mail: ronald.laing@seoul01.x400.gc.ca

Mr. S.M. Kim  
Commercial Officer  
E-mail: sang-myun.kim@seoul01.x400.gc.ca

Ms. J.E. Lee  
Commercial Assistant  
E-mail: jeun.lee@seoul01.x400.gc.ca

### Transportation, Defence, Environment, Machinery, Medical and Biotechnology

Mr. Jean-Philippe Linteau  
Third Secretary (Commercial)  
E-mail: jean-philippe.linteau@seoul02.x400.gc.ca

Mr. Y.H. Choi  
Commercial Officer  
E-mail: ho.choi@seoul01.x400.gc.ca

Ms. J.E. Kwak  
Commercial Assistant  
E-mail: jung-eun.kwak@seoul01.x400.gc.ca

### Alberta Government Office

Mr. Neil Simpson  
First Secretary (Commercial) and Alberta  
Representative  
E-mail: neil.simpson@seoul02.x400.gc.ca

Mr. H.K. Yoon  
Commercial Officer  
E-mail: ha-kyun.yoon@seoul02.x400.gc.ca

Ms. S.A. Choi  
Executive Assistant  
E-mail: seong-ah.choi@seoul02.x400.gc.ca



## Zoom in on the most promising markets

*Successful companies*

*concentrate on one foreign market at a time, moving on to the next only after succeeding in the last.*

### Pusan

#### Canadian Consulate

##### Street Address:

4th Floor, Bumin Security Building #32-1 2-ka,  
Daechong-dong, Chung-ku,  
Pusan, Korea

*Mailing Address:* (same as above)

Tel: (011-82-51) 246-7024/240-1813  
(Commercial)

Fax: (011-82-51) 247-8443

Mr. Hyung-Woo Koo  
Honorary Consul

Ms. Jin-Sook Lee  
Consular Assistant

#### Commercial Division

Mr. Bonn K. Lee  
Commercial Officer  
E-mail: bonnlee@soback.kornet.nm.kr

Ms. Elan S.K. Kim  
Commercial Assistant

### Kuwait (State of)

#### Canadian Embassy

##### Street Address:

24 Al-Mutawakel Street,  
Block 4, Da'Aiah Area,  
Kuwait City, Kuwait

##### Mailing Address:

P.O. Box 25281, Safat 13113,  
Kuwait City, Kuwait

Cable: CANADA KUWAIT

Tel: (011-965) 256-3025

Fax: (011-965) 256-4167

*Territory:* Kuwait, Qatar

*Office Hours:* Sat-Wed: 0730-1500

*Major Holidays:* (1998/99) Nov 11,  
Dec 26-27; Apr 7, May 15, July 3, Aug 4,  
Sept 4, Oct 9, Nov 10, Dec 25-25  
(Ramadan Dec 18-Jan 19 approx.)

*Time Difference (E.S.T.):* +8

Mr. Terry W. Colfer  
Ambassador

Mr. Douglas R. Bingeman  
First Secretary (Commercial) and Consul  
(Export and investment development  
program manager)

Miss Ibtissam Hajj  
Commercial Officer (Agriculture, fisheries,  
grains and oilseeds, informatics,  
telecommunications, consumer products,  
health care, environment, related services)

Mr. Stewart J. Innes  
Commercial Officer (Power and energy,  
transportation, forestry, metals/minerals, oil  
and gas, chemicals, construction, general  
machinery and equipment, related services)

### Kyrgyz Republic

see Kazakhstan

### Laos

#### (People's Democratic Republic)

see Thailand

### Latvia (Republic of)

#### Canadian Embassy

##### Street Address:

Doma Laukums 4,  
Riga LV-1977, Latvia

*Mailing Address:* (same as above)

Tel: (011-371) 783-0141

Fax: (011-371) 783-0140

E-mail: canembr@bkc.lv

*Territory:* Latvia, Estonia, Lithuania

*Office Hours:* Mon-Fri: 0900-1700

*Time Difference (E.S.T.):* +7

Mr. William L. Clarke  
Ambassador  
(Resident in Stockholm, Sweden)

Mr. Gerald Skinner  
Chargé d'affaires

Mr. Sean M. Boyd  
First Secretary (Commercial) and Consul

Mr. Zigmaris Brunavs  
Commercial and Public Affairs Officer

### Lebanon (Lebanese Republic)

#### Canadian Embassy

##### Street Address:

Coolrite Building (Seaside), 1st Floor,  
434 Jal-el-Dib Highway,  
Jal-el-Dib, Lebanon

##### Mailing Address:

P.O. Box 60163,  
Jal-el-Dib, Lebanon

Tel: (011-961-4) 521-163

Fax: (011-961-4) 521-167

E-mail: td.berut@paris03.x400.gc.ca

*Major Holidays:* (1998/99) Oct 12, Nov 23,  
Dec 25-28; Jan 1, Feb 9, Apr 2-5, Apr 9-12,  
May 6, July 1, Aug 15, Sept 6, Oct 11,  
Nov 1, Nov 22, Dec 27-28 (Ramadan  
Dec 18-Jan 19 approx.)

*Time Difference (E.S.T.):* +7

Mr. Haig Sarafian  
Ambassador

Ms. Andrée L. Bazinet  
Counsellor (Commercial)  
(Agri-food, environment, financial services)

Vacant

Commercial Officer (Telecommunications,  
information technologies, GIS, transport,  
construction, industrial products, education,  
pharmaceuticals/health care)

### Lesotho (Kingdom of)

see South Africa

### Liberia (Republic of)

see Côte d'Ivoire

### Libya (Socialist People's Libyan Arab Jamahiriya)

see Tunisia

### Liechtenstein (Principality of)

see Switzerland



## Lithuania (Republic of)

see Latvia

## Luxembourg (Grand Duchy of)

see Belgium

## Macau

see China (Hong Kong)

## Macedonia (The Former Yugoslav Republic of)

see Yugoslavia

## Madagascar (Democratic Republic of)

see Tanzania

## Madeira

see Portugal

## Malawi (Republic of)

see Zambia

## Malaysia

### Canadian High Commission

#### Street Address:

Plaza OSK, 7th Floor,  
172 Jalan Ampang,  
50450 Kuala Lumpur, Malaysia

#### Mailing Address:

P.O. Box 10990,  
50732 Kuala Lumpur, Malaysia

Tel: (011-60-3) 261-2000

Fax: (011-60-3) 261-3428/261-1270  
(Commercial)

Office Hours: Mon-Fri: 0800-1600

Major Holidays: (1998/99) Oct 19, Dec 25-28;  
Jan 1, Jan 28-30, July 1, Aug 31, Oct 19,  
Dec 27-28

Time Difference (E.S.T.): +12

Mr. André S. Simard  
High Commissioner

Mr. Ottfried von Finckenstein  
Commercial Counsellor and Senior  
Trade Commissioner  
(Program management/budget, investment,  
financial services, aerospace/aviation,  
education, trade policy, EMC/EDC/CCC)

Ms. Jacqueline Bogden  
First Secretary (Commercial) and Trade  
Commissioner (Transportation,  
infrastructure, APEC)

Ms. Pamela O'Donnell  
Second Secretary (Commercial) and Trade  
Commissioner (Environment, oil and gas,  
chemicals, power and energy, CIDA INC,  
PEMD, trade plans/CIBS)

Mr. John L. Nojey  
Sector Manager (Informatics,  
telecommunications-incl. multimedia super-  
corridor, construction, geomatics, consulting  
services-incl. architecture)

Ms. Sharon Fam  
Sector Manager (Agri-food, fisheries, health  
care, pharmaceuticals, biotechnology, consumer  
products, statistics, general inquiries)

## Maldives (Republic of)

see Sri Lanka

## Mali (Republic of)

### Canadian Embassy

#### Mailing Address:

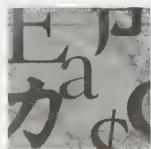
P.O. Box 198,  
Bamako, Mali

Tel: (011-223) 21 22 36

Fax: (011-223) 21 43 62

Office Hours: Mon-Thurs: 0730-1600; Fri:  
0730-1300

Time Difference (E.S.T.): +5 (winter);  
+4 (summer)



**Foreign clients  
often ask...**

*Who are the end-users of  
your product or service? Who do you  
sell to in Canada and abroad, and how?*

Mr. Yves Boulanger  
Ambassador

Mr. Raymond Drouin  
First Secretary and Consul  
E-mail: drouin@sc.malinet.ml

Mr. Yoro Diakité  
Commercial Consultant  
E-mail: yoro@sc.malinet.ml

## Malta (Republic of)

see Italy (Rome)

## Marshall Islands (Republic of)

see Philippines

## Martinique

see Barbados

## Mauritania (Islamic Republic of)

see Senegal

## Mauritius (Republic of)

see South Africa

## Mexico (United Mexican States)

### Mexico City

#### Canadian Embassy

#### Street Address:

Calle Schiller No. 529,  
Colonia Rincón del Bosque,  
Polanco 11560, México D.F.

#### Mailing Address:

Apartado Postal 105-05,  
11560 México D.F.

Tel: (011-525) 724-7900

Fax: (011-525) 724-7982

E-mail: trade@canada.org.mx

Internet: http://www.canada.org.mx

Office Hours: Mon-Fri: 0845-1715

Major Holidays: (1998/99) Nov 20, Dec 25;  
Jan 1, Apr 1-2, Sept 16, Dec 27

Time Difference (E.S.T.): -1

Mr. Stanley E. Gooch  
Ambassador

### **Commercial and Economic Division**

Mr. Roland Goulet  
Minister-Counsellor (Economic/trade  
program manager, investment promotion,  
co-ordination export financing, CIDA INC  
projects, business and professional services)  
E-mail: gouletrg@canada.org.ca

Mr. Carl Rockburne  
Commercial Counsellor and Deputy  
Manager (Co-ordination trade promotion,  
mining, telecommunications, informatics,  
industrial technologies, education)  
E-mail: rockbuc@canada.org.mx

Mr. Marco Rodríguez  
Commercial Officer (Telecommunications,  
informatics, software, instrumentation,  
advanced manufacturing/technologies)  
E-mail: rodrigma@canada.org.mx

Ms. Mary Carmen Fernandez  
Commercial Officer (Education, space/ocean  
technologies, aboriginal products/services/  
technologies)  
E-mail: fernanmc@canada.org.mx

Ms. Diane Simsovic  
Second Secretary (Commercial)  
(Energy, plastics, chemicals)  
E-mail: simsovds@canada.org.mx

Ms. Laura Hernández  
Commercial Officer (Automotive,  
bio/health, pharmaceuticals, geomatics,  
safety/security)  
R-mail: hernanle@canada.org.mx

Mr. Daniel Vézina  
Commercial Counsellor (Agriculture,  
agri-food trade promotion and access issues,  
fish/seafood products, construction industry)  
E-mail: vezinadr@canada.org.mx

Mr. Ricardo del Castillo  
Commercial Officer (Food/beverages,  
consumer products, labelling/packaging,  
forest industries)  
E-mail: castilrc@canada.org.mx

### **Trade Policy and Economic Division**

Ms. Katharine Funtek  
Second Secretary (Trade policy co-ordinator)  
E-mail: funtekka@canada.org.mx

Mr. Javier Ortiz de Montellano  
Commercial Officer (Economic analysis,  
customs issues, financial services,  
environmental industry)  
E-mail: ortizj@canada.org.mx

Ms. Heather Brason  
Commercial Officer (Transport-incl.  
land/rail/airports/ports, trade policy)  
E-mail: brasonhj@canada.org.mx

### **Guadalajara**

#### **Canadian Consulate**

*Street Address:*  
Hotel Fiesta Americana,  
Aurelio Aceves No. 225 Local 31,  
Col. Vallarta Poniente,  
Guadalajara, Jalisco 44100, Mexico  
Tel: (011-52-3) 615-6215/615-6266/  
615-6270/615-5642  
Fax: (011-52-3) 615-8665  
E-mail: guadalajara@canada.org.mx  
*Office Hours:* Mon-Fri: 0830-1700

Mr. John Grantham  
Consul and Trade Commissioner  
E-mail: granthj@canada.org.mx

Mr. Fernando Baños Francia  
Commercial Officer (Electronic  
manufacturing, agricultural  
products/equipment, food processing  
equipment, machinery, environment,  
telecommunications, investment)  
E-mail: banosfb@canada.org.mx

Mr. Juan Carlos Muñoz  
Trade System Specialist  
(Livestock, education)  
E-mail: munozjm@canada.org.mx



### **Learn from successful companies**

#### **Talk to Canadian**

*companies that have succeeded in your  
target market. Many are willing to  
share what works and what doesn't.  
Contact your industry association to  
find names of successful companies.*

### **Monterrey**

#### **Canadian Consulate**

*Street Address:*  
Edificio Kalos, Piso C-1, Despacho 108-A,  
64000 Monterrey, N.L.

Tel: (011-52-8) 344-3200/344-2753  
Fax: (011-52-8) 344-3048  
E-mail: monterrey@canada.org.mx

*Office Hours:* Mon-Fri: 0900-1730

Mr. Thomas Cullen  
Consul and Trade Commissioner  
E-mail: cullent@canada.org.mx

Ms. Patricia Chapa  
Senior Commercial Officer (Co-ordination  
of visits; food processing/agriculture, forest  
products, mining, automotive, electrical  
power equipment/services, information  
technologies/telecommunications, advanced  
manufacturing/technologies/industrial  
machinery, transportation)  
E-mail: chapap@canada.org.mx

Ms. Verónica Fernández  
Commercial Officer (Education/cultural  
products, environment, geomatics, oil and  
gas, petrochemicals equipment/services,  
chemicals, construction, health care/  
biotechnology, consumer products, plastics,  
air conditioning/heating/ventilation  
products/services)  
E-mail: fernanv@canada.org.mx

### **Micronesia (Federated States of)**

see Philippines

### **Moldova**

see Romania

### **Monaco (Principality of)**

see France

### **Mongolia**

see China (Beijing)

### **Montserrat**

see Barbados

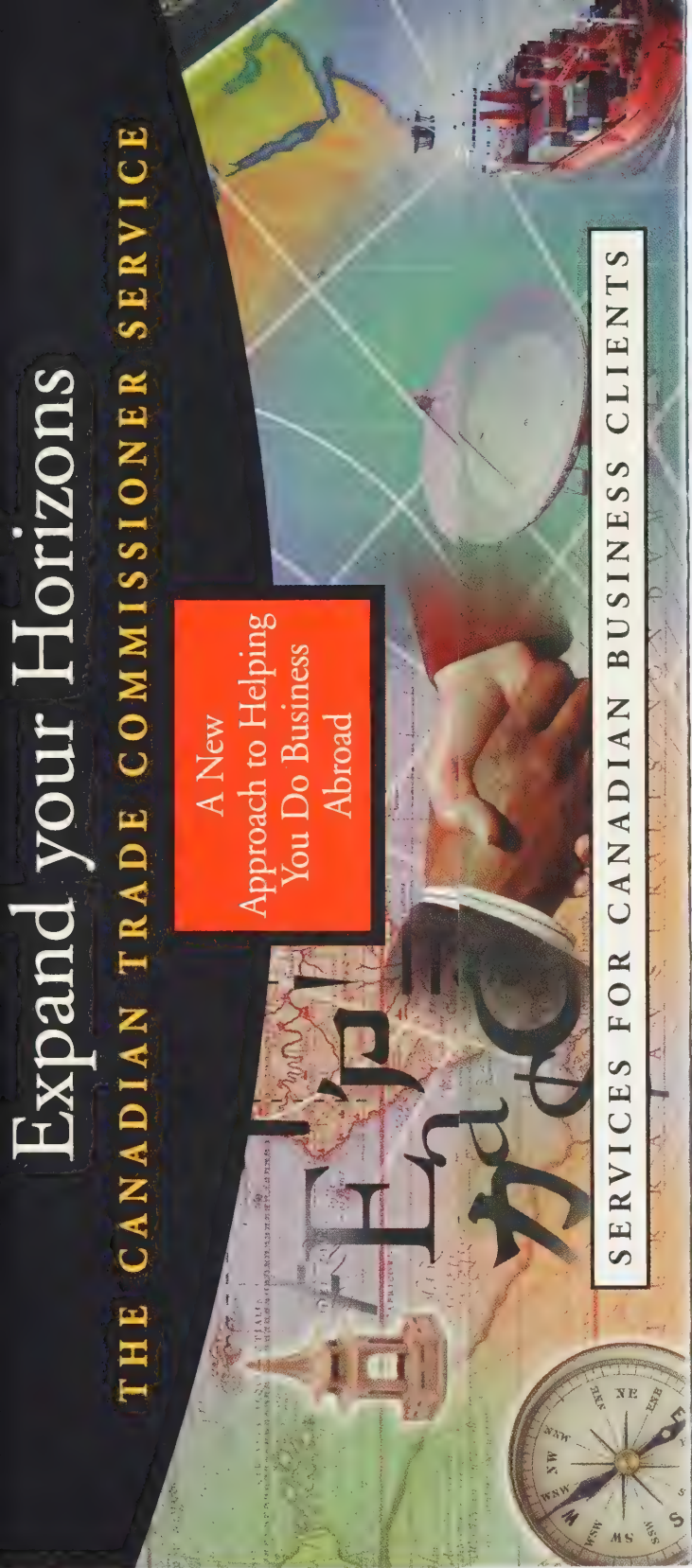


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THE CANADIAN TRADE COMMISSIONER SERVICE

A New  
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Abroad

SERVICES FOR CANADIAN BUSINESS CLIENTS







# The Trade Commissioner Service

*helps new and experienced companies which have researched and selected their target markets.*

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Contact Team Canada Inc 1 888 811-1119

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**Help us serve you better**

### Register with WIN Experts,

the client database of the Trade Commissioner Service. Call 1 800 551-4946.

Make sure you briefly **describe your company and your plans**

when contacting our offices abroad. To help you prepare, the following are typical questions asked by foreign clients and contacts:

- ✓ What is unique or special about your company, product or service?
- ✓ Who are the end-users of your product or service? Who do you sell to in Canada and abroad, and how?
- ✓ Which country or regional market (e.g. North-western U.S.) are you targeting and why? What do you know about your target market?
- ✓ How do you plan to enter the market: export, license, joint venture or investment?
- ✓ How would you describe the typical buyer, distributor, agent or partner you want to work with in your target market?
- ✓ When do you plan to visit the market? Have you considered adapting your product or service literature to the market at that time?

*Many of our offices abroad operate Web sites that provide valuable market information and advice. You can visit these sites through "The Trade Commissioner Service" at **www.infoexport.gc.ca***

*Have you researched and selected your target markets?*

## Put your plan in gear abroad by using...

**The Trade Commissioner Service**

### Our Service Commitment

- *We will contact you within five working days of receiving your inquiry*
- *We treat all requests confidentially*
- *All of our trade offices abroad provide the services listed below*

### Market Prospect

We'll help you assess your potential in your target market and provide: • advice on doing business in the market • an indication of major barriers, regulations and certification • notification of upcoming events (trade fairs, conferences, seminars, trade missions) • suggested next steps. We may have market reports available for some sectors. *Should you need additional market research, we can refer you to local firms.*

### Key Contacts Search

Need a list of qualified contacts in your target market? We can get it. These sources have the local knowledge you need to refine and implement your market entry strategy. The list can include: • potential buyers, partners • agents, manufacturers' representatives • distributors, importers • consultants, accountants • government officials • associations, chambers of commerce • freight forwarders • lawyers and patent attorneys • technology sources • financial institutions. *We'll let you know of any changes for access to specialized databases.*

### Local Company Information

We'll provide information on local organizations or companies you have identified. *You will always be informed of any access charges to specialized databases. Credit checks are generally referred to specialized agencies.*

### Visit Information

Once you decide to visit the country you want to do business in, we can provide practical advice on timing and organizing your trip, including lists of: • local hotels • business support services • interpreters and translators • local transport providers. *Please use your travel agent to make appropriate hotel and travel arrangements.*

### Face-to-face Briefing

One of our officers will meet with you personally to discuss the most recent developments in your target market and your future needs. *Simply notify our office of your visit at least two weeks before your departure.*

### Troubleshooting

Do you have an urgent business or market access problem? Call us for help. *We cannot enter into private disputes or act as customs brokers, sales agents, collection agents or lawyers.*

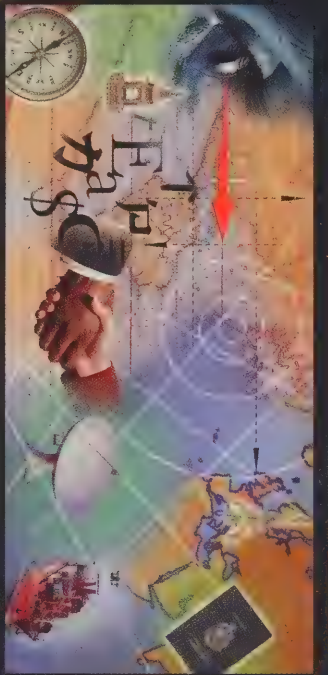
### Need more help?

*Some of our offices abroad provide services in addition to those mentioned above. To find out more, contact the office in the country in which you wish to do business. Offices not offering the service you require can refer you to a qualified third party who will typically charge a fee.*

*In countries where we do not have offices, our ability to provide the above services is limited.*



Team Canada Inc. - Équipe Canada Inc.



1 888 811-1119

[exportsource.gc.ca](http://exportsource.gc.ca)

Department of Foreign Affairs  
and International Trade

Ministère des Affaires étrangères  
et du Commerce international

Disponible en français.

Canada

JULY 1998



## Morocco (Kingdom of)

### Canadian Embassy

#### Street Address:

13 bis, rue Jaafar As-Saddik,  
Rabat-Agdal, Morocco

#### Mailing Address:

C.P. 709,  
Rabat-Agdal, Morocco

Tel: (011-212-7) 67-28-80

Fax: (011-212-7) 67-21-87

E-mail: rabat-td@rabat01.x400.gc.ca

Office Hours: Mon-Thurs: 0800-1730;  
Fri: 0800-1330

Major Holidays: (1998/99) Oct 12, Nov 18,  
Dec 25; Jan 1, Mar 3, Mar 31, July 1,  
Oct 11, Nov 18, Dec 27

Time Difference (E.S.T.): +5

Mr. Mark Bailey  
Ambassador

Ms. Hélène Guillot  
First Secretary (Commercial)

Mr. Zouhair Kanouni  
Commercial Officer (Agriculture/food  
products, defence-related programs/products,  
fish/seafood, forestry, mining/minerals, oil  
and gas, energy equipment, transportation  
systems)

Mrs. Asmae Amrouche  
Commercial Officer (Advanced  
manufacturing technologies, biotechnology,  
medical/health care products/services,  
business/professional/education, chemicals,  
construction products, environment products/  
services, financial services/insurance-health  
care)

## Mozambique (Republic of)

### Office of the Canadian High Commission

#### Street Address:

Avenida Julius Nyerere, #1128,  
Maputo, Mozambique

#### Mailing Address:

P.O. Box 1578,  
Maputo, Mozambique

Tel: (011-258-1) 492-623/4

Telex: 6-684 ACDI MO

Fax: (011-258-1) 492-667

Office Hours: Mon-Thurs: 0800-1700;  
Fri: 0730-1300

Major Holidays: (1998/99) Dec 25; Jan 1,  
Feb 3, Dec 27

Time Difference (E.S.T.): +6

Ms. Anne Charles  
Ambassador  
(Resident in Harare, Zimbabwe)

Mr. Roberto Carr-Ribeiro  
Counsellor

## Myanmar/Burma

see Thailand

## Namibia (Republic of)

see South Africa

## Nauru (Republic of)

see Australia (Canberra)

## Nepal (Kingdom of)

see India

## Netherlands (Kingdom of the)

### Canadian Embassy

#### Street Address:

Sophialaan 7,  
2514 JP The Hague, The Netherlands

#### Mailing Address:

Commercial Division,  
P.O. Box 30820,  
2500 GV The Hague, The Netherlands

Tel: (011-31-70) 311-1600

Fax: (011-31-70) 311-1682

E-mail: td.hague@hague01.x400.gc.ca

Office Hours: Mon-Fri: 0900-1730

Major Holidays: (1998/99) Oct 12, Dec 25-28;  
Jan 1, Apr 2-5, Apr 30, May 21, July 1,  
Sept 6, Oct 11, Dec 27-28

Time Difference (E.S.T.): +6

Mrs. Marie Bernard-Meunier  
Ambassador

Mr. Simon Doyon  
Counsellor (Commercial/Public Affairs)

Mr. Jordan Reeves  
Second Secretary (Commercial/Public Affairs)

Mr. Frits Zechner  
Commercial Officer

Mr. Chris Rowley  
Commercial Officer

Ms. Catherine Curtis  
Commercial Officer (Investment)

Mr. Hans Herklots  
Technology Development Officer

Ms. Judith Baguley  
Commercial Assistant

Ms. Anne Staal  
Commercial Assistant

## Netherlands Antilles - Curaçao

see Venezuela

## New Caledonia

see Australia (Canberra)

## New Zealand

### Wellington

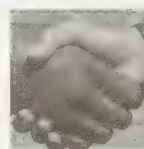
#### Canadian High Commission

#### Street Address:

3rd Floor, 61 Molesworth Street, Thorndon,  
Wellington, New Zealand

#### Mailing Address:

P.O. Box 12-049,  
Thorndon, Wellington,  
New Zealand



### Ask your Trade Commissioner for...

#### Local Company

**Information** — We'll provide  
information on local organizations or  
companies you have identified. You  
will always be informed of any access  
charges to specialized databases.  
Credit checks are generally referred to  
specialized agencies.

Tel: (011-64-4) 473-9577  
Fax: (011-64-4) 471-2082

*Territory:* New Zealand, Cook Islands, Fiji, Kiribati, Niue, Tonga, Tuvalu, Western Samoa, French Polynesia (Consular only)

*Office Hours:* Mon-Fri: 0830-16:30

*Major Holidays:* (1998/99) Oct 26, Dec 25-28; Jan 1, Jan 4, Jan 25, Apr 2-5, June 7, July 1, Oct 25, Dec 27-28

*Time Difference (E.S.T.):* +16 (Summer); +18 (Winter)

Ms. Valerie Raymond  
High Commissioner

Mr. Brian Watson  
Counsellor

\* *The High Commission in Wellington is primarily involved in market access issues when discussed between governments. Enquiries from Canadian companies regarding export marketing, technology, joint ventures and investment should be directed to the Canadian Government Trade Office, Auckland.*

## Auckland

Canadian Government Trade Office,  
9th Floor,  
48 Emily Place,  
Auckland 1, New Zealand

*Mailing Address:*  
P.O. Box 6186,  
Wellesley St. Post Office,  
Auckland, New Zealand

Tel: (011-64-9) 309-3690  
Fax: (011-64-9) 307-3111  
E-mail: akland@micro.x400.gc.ca

*Territory:* New Zealand, Cook Islands, Fiji, French Polynesia, Kiribati, Niue, Tonga, Tuvalu, Western Samoa

*Office Hours:* Mon-Fri: 0830-1630

*Major Holidays:* (1998/99) Oct 26, Dec 25-28; Jan 1, Jan 4, Jan 25, Feb 5, Apr 2-5, June 1, July 1, Oct 26, Dec 27-28

*Time Difference (E.S.T.):* +16 (Summer); +18 (Winter)

Mr. John M. Hill  
Trade Commissioner

Mr. Brian Emsley  
Commercial Officer

## Nicaragua (Republic of)

see Costa Rica

## Niger (Republic of the)

see Côte d'Ivoire

## Niue

see New Zealand

## North Atlantic Council

*Delegation of Canada to the North Atlantic Council*

*Street Address:*  
Léopold III Boulevard,  
1110 Brussels, Belgium

*Mailing Address:* (same as above)

Cable: CANDEL BRUSSELS  
Tel: (011-32-2) 726-4646  
Fax: (011-32-2) 728-7129

*Responsibilities:* NATO headquarters and NATO agencies

*Office Hours:* Mon-Fri: 0900-1800

*Time Difference (E.S.T.):* +6

Mr. David Wright  
Ambassador and Permanent Representative

Mr. E.C. (Ted) Whiteside  
Counsellor (Defence Support)

LCol. E. Lascelles  
Senior Staff Officer - Industry Co-operation

## Northern Ireland

see Britain



## Plan the financial resources you'll need

*Exploring foreign markets*

*can take longer and cost more than expected. Be prepared for significant costs for market research, product launchings and several personal visits.*

## Northern Marianas

see Philippines

## Norway (Kingdom of)

### Oslo

#### Canadian Embassy

*Street Address:*  
Wergelandsveien 7,  
0244 Oslo, Norway

*Mailing Address:* (same as above)

Tel: (011-47) 22 99 53 00  
Fax: (011-47) 22 99 53 01  
E-mail: td.oslo@oslo01.x400.gc.ca

*Territory:* Norway, Iceland

*Office Hours:* (Sept 15-May 14)  
Mon-Fri: 0830-1645; (May 15-Sept 14)  
Mon-Fri: 0800-1530

*Major Holidays:* (1998/99) Oct 12, Dec 25-28; Jan 1, Apr 1-5, May 13, May 17, May 24, July 1, Sept 6, Oct 11, Dec 27-28

*Time Difference (E.S.T.):* +6

Ms. Marie-Lucie Morin  
Ambassador

Mr. Ron McLeod  
Counsellor and Consul  
(Oil and gas, energy, TID program, other sectors)  
E-mail: ron.mcleod@oslo01.x400.gc.ca

Mr. Bjørn Just Hanssen  
Commercial Officer (Advanced technology, electronics, telecommunication products, medical/hospital, construction/building)  
E-mail: bjorn.hanssen@oslo01.x400.gc.ca

Ms. Jill Ringius  
Commercial Officer (Environment, food/agriculture, fisheries/aquaculture, forestry, consulting/service sector)  
E-mail: jill.ringius@oslo01.x400.gc.ca

Mr. John Winterbourne  
Commercial Officer (Defence, investment promotion, transportation, aerospace, resource industries, science and technology)  
E-mail: john.winterbourne@oslo01.x400.gc.ca

Ms. Ingrid Tøien Markussen  
Commercial Assistant





## Foreign clients often ask...

*Which countries or*

*regional markets (e.g. Northwestern U.S.) are you targeting and why?*

*What do you know about your target market?*

## Reykjavik

### Canadian Consulate General

*Street Address:*

Sudurlandsbraut 10,  
108 Reykjavik, Iceland

*Mailing Address:*

P.O. Box 8094,  
128 Reykjavik, Iceland

Tel: (011-354) 568-0820

Fax: (011-354) 568-0899

*Major Holidays:* (1998/99) Oct 12, Dec 25-28;  
Jan 1, Apr 1-5, May 13, May 17, May 24,  
July 1, Sept 6, Oct 11, Dec 27-28

Mr. John Bergs  
Honorary Consul General  
E-mail: bergs@mmedia.is

Ms. Kristbjorg Agustsdottir  
Vice-Consul  
E-mail: kristbj@mmedia.is

## Oman (Sultanate of)

see Saudi Arabia

## Organization for Economic Co-operation and Development

### Permanent Delegation of Canada to the OECD

*Street Address:*

15 bis, rue de Franqueville,  
75116 Paris, France

*Mailing Address:* (same as above)

Tel: (011-33-1) 44.43.2090

Fax: (011-33-1) 44.43.2099

*Office Hours:* Mon-Fri: 0900-1700

*Time Difference (E.S.T.):* +6

Mr. Kimon Valaskakis  
Ambassador and Permanent Representative

Mr. François Nadeau  
Counsellor (Commercial)

## Pakistan (Islamic Republic of)

### Islamabad

#### Canadian High Commission

*Street Address:*

Diplomatic Enclave,  
Sector G-5,  
Islamabad, Pakistan

*Mailing Address:*

G.P.O. Box 1042,  
Islamabad, Pakistan

Tel: (011-92-51) 279-100

Fax: (011-92-51) 279-111

E-mail: commerce@isbad01.x400.gc.ca

*Territory:* Pakistan, Afghanistan

*Office Hours:* Mon-Thurs: 0800-1700;  
Fri: 0800-1230

*Major Holidays:* (1998/99) Oct 12, Dec 25;  
Jan 1, Apr 5, Apr 26, May 28, July 1, Aug 9,  
Sept 1, Oct 11, Dec 27

*Time Difference (E.S.T.):* +10

Mr. Ferry de Kerckhove  
High Commissioner

Mr. Richard Bale  
Counsellor (Commercial)

Mr. Ahsan ul Haq  
Commercial Officer (Energy, oil and gas,  
automotive, transportation)

Mr. Ali Khan  
Commercial Officer (Telecommunications,  
information technologies, agriculture,  
environment, consumer products)

### Karachi

Canadian Trade Office,  
Beach Luxury Hotel, 1st Floor,  
M.T. Khan Road, Karachi, Pakistan

Tel: (011-92-21) 561-0672

Fax: (011-92-21) 561-0684

E-mail: cancom@fascom.com

Mr. Azhar Kirmani  
Commercial Officer

## Palau (Republic of)

see Philippines

## Panama (Republic of)

### Canadian Embassy

*Street Address:*

Avenida Samuel Lewis,  
Edificio Banco Central Hispano, 4to piso,  
Panama City, Panama

*Mailing Address:*

Apartado 3658,  
Balboa, Acon, Panama City, Panama

Tel: (011-507) 264-7115/264-9731

Fax: (011-507) 263-8083

*Time Difference (E.S.T.):* 0

Vacant  
Ambassador

Mr. Jeff Blackstock  
First Secretary (Commercial)  
(Resident in San José, Costa Rica)

Mr. Manuel Ruiz  
Commercial Officer  
(Resident in San José, Costa Rica)

## Papua New Guinea (Independent State of)

see Australia (Canberra)

## Paraguay (Republic of)

see Argentina

## Peru (Republic of)

### Canadian Embassy

*Street Address:*

Libertad 130, Miraflores,  
Lima, Peru

*Mailing Address:*

Casilla 18-1126, Correo Miraflores,  
Lima 18, Peru

Tel: (011-51-1) 444-4015

Fax: (011-51-1) 444-4347

E-mail: commerce@lima01.x400.gc.ca

*Territory:* Peru, Bolivia

*Office Hours:* Mon, Tues, Thurs,  
Fri: 0800-1700; Wed: 0800-1300;  
(Summer - Jan/Feb) Mon, Tues, Thurs:  
0800-1700; Wed, Fri: 0800-1300

*Major Holidays:* (1998/99) Oct 12, Dec 25-28;  
Jan 1, Apr 2, July 28-29, Sept 6, Oct 11,  
Dec 27-28

*Time Difference (E.S.T.):* 0

Mr. Graeme C. Clark  
Ambassador

Mr. Patrice Veilleux  
Counsellor (Commercial)

Mr. Kenneth Ko  
Second Secretary (Commercial) and Vice-  
Consul (Agriculture/agri-food, construction,  
education, informatics, machinery, health,  
telecommunications)

Mr. Oscar G. Vázquez  
Commercial Officer (Energy, environment,  
geomatics, mining, fisheries, oil and gas,  
transportation)

Ms. Katia Rivadeneyra  
Trade Information Officer (Trade  
Information Centre, consumer products,  
telecommunications, informatics, health)

Mrs. Mary Carmen Thomas  
Commercial Assistant  
(Trade Information Centre)

Ms. Ariana A. Vindrola  
Commercial Assistant  
(Trade Information Centre)

## Philippines (Republic of the)

### Canadian Embassy

*Street Address:*  
11th Floor, Allied Bank Centre,  
6754 Ayala Avenue,  
Makati City, Metro Manila, Philippines 1200

*Mailing Address:*  
P.O. Box 2168,  
Makati Central Post Office,  
1299 Makati City,  
Metro Manila, Philippines 1299

Tel: (011-63-2) 867-0095/867-0001  
Fax: (011-63-2) 810-1699  
Internet: <http://www.dfait-maeci.gc.ca/manila>

*Territory:* Philippines, Guam, Marshall  
Islands, Micronesia, Northern Marianas,  
Palau

*Office Hours:* Mon-Fri: 0800-1600

*Major Holidays:* (1998/99) Oct 12, Dec 25-28;  
Jan 1, July 1, Sept 6, Oct 11, Dec 27-28

*Time Difference (E.S.T.):* +13

Mr. John H. Treleven  
Ambassador

Ms. Judith A. St. George  
Counsellor (Commercial) and Senior Trade  
Commissioner (International Business  
Development management, general trade  
policy issues, financial services, CIDA INC)  
E-mail: [judith.stgeorge@manil01.x400.gc.ca](mailto:judith.stgeorge@manil01.x400.gc.ca)

Mr. Arthur Fraser  
Commercial Counsellor, Asian Development  
Bank Liaison  
E-mail: [arthur.fraser@manil01.x400.gc.ca](mailto:arthur.fraser@manil01.x400.gc.ca)

Mr. Eric Bertram  
Third Secretary (Commercial)  
(Defence, aerospace, investment, services  
co-ordinator)  
E-mail: [eric.bertram@manil01.x400.gc.ca](mailto:eric.bertram@manil01.x400.gc.ca)

Mr. Marciano de la Cruz, Jr.  
Commercial Officer (Agri-food, agricultural  
policy, fisheries, forestry, health care/  
pharmaceuticals)  
E-mail: [marciano.delacruz@manil03.x400.gc.ca](mailto:marciano.delacruz@manil03.x400.gc.ca)

Mr. Ramon Yazon  
Commercial Officer (Energy, mining,  
environment, construction, industrial)  
E-mail: [ramon.yazon@manil02.x400.gc.ca](mailto:ramon.yazon@manil02.x400.gc.ca)

Ms. Evelyn Rothery  
Commercial Officer (Telecommunications,  
information technologies, broadcasting,  
GIS/remote sensing, surface and marine  
transportation)  
E-mail: [lynn.lozada@manil01.x400.gc.ca](mailto:lynn.lozada@manil01.x400.gc.ca)

Ms. Catalina Blanco  
Commercial Officer (ABD research, education)  
E-mail: [katie.blanco@manil03.x400.gc.ca](mailto:katie.blanco@manil03.x400.gc.ca)

## Poland (Republic of)

### Canadian Embassy

*Street Address:*  
Ulica Jana Matejki 1/5,  
00-481 Warsaw, Poland

*Mailing Address:* (same as above)

Tel: (011-48-22) 629-80-51  
Fax: (011-48-22) 622-98-03  
E-mail: [commerce@wsaw01.x400.gc.ca](mailto:commerce@wsaw01.x400.gc.ca)

*Office Hours:* Mon-Fri: 0830-1630

*Major Holidays:* (1998/99) Oct 12, Oct 30,  
Dec 25-28; Jan 1, Apr 2-5, May 4, June 3,  
July 2, Aug 15, Nov 1, Nov 11, Dec 24-27

*Time Difference (E.S.T.):* +6

Mr. Serge April  
Ambassador

Ms. Barbara Giacomini  
Counsellor (Commercial)  
(Foreign direct investment, OECD,  
European Union, bilateral agreements)

Ms. Tammy Ames  
Second Secretary (Commercial)  
(Cultural industries, legal, accounting,  
transportation, advertising, services-general)

Ms. Hanna Mróz  
Commercial Officer (Agriculture/food  
products, information technologies,  
banking/finance, fishing industry)

Mr. Adam Kapitan Bergman  
Commercial Officer (Oil and gas,  
mining/steel, construction, pulp and paper,  
machinery, defence)

Ms. Ewa Gawron-Dobroczyńska  
Commercial Officer (Process control/  
measuring devices, consumer goods,  
electronics, environment, forestry, geomatics,  
medical/dental/pharmaceutical products,  
security systems)



### Gear up for demand

*Be prepared to meet the  
increased demand from a  
successful foreign sale. Don't forget  
to plan how you will adapt your  
products or services to the needs and  
tastes of the target market.*

## Portugal (Portuguese Republic)

### Canadian Embassy

#### Street Address:

Av. da Liberdade,  
144-4th Floor,  
1250 Lisbon, Portugal

*Mailing Address:* (same as above)

Tel: (011-351-1) 347-4892/347-4896

Fax: (011-351-1) 342-5628

E-mail: lsbon.td@lsbon01.x400.gc.ca

*Territory:* Portugal, Azores, Madeira

*Office Hours:* Mon-Fri: 0830-1700

*Major Holidays:* (1998/99) Dec 25-28;  
Jan 1, Apr 2-5, June 10, Sept 6, Dec 27-28

*Time Difference (E.S.T.):* +5

Mr. Robert Vanderloo  
Ambassador

Mr. Keith McFarlane  
Commercial Counsellor

Mr. Manuel J.D. Lima  
Senior Commercial Officer  
(Telecommunications, informatics,  
aerospace, defence)

Mr. Carlos Lindo da Silva  
Commercial Officer (Environmental  
technologies, medical devices, professional  
services, ocean industries)

Ms. Fátima Carvalho  
Commercial Officer (Urban transit/rail  
equipment, construction products,  
automotive, professional services)

## Puerto Rico

see United States (Atlanta)

## Qatar (State of)

see Kuwait

## Romania

### Canadian Embassy

#### Street Address:

36, Nicolae Iorga,  
Bucharest, Romania

#### Mailing Address:

P.O. Box 2966,  
Post Office No. 22,  
71118 Bucharest, Romania

Tel: (011-40-1) 222-9845/312-0365

Fax: (011-40-1) 312-0366

E-mail: td.bucst@bucst01.x400.gc.ca

*Territory:* Romania, Bulgaria, Moldova

*Office Hours:* Mon-Fri: 0900-1700

*Major Holidays:* (1998/99) Dec 1, Dec 25;  
Jan 1, Apr 20, Dec 1, Dec 27

*Time Difference (E.S.T.):* +7

Mr. David Collins  
Ambassador

Mr. Claude Charland  
Counsellor (Commercial)

Mr. Valeriu Costea  
Commercial Officer (Info-technology,  
electronics, aerospace, oil and gas)

Mr. Octavian Bonea  
Commercial Officer (Consumer products,  
agriculture, construction)

## Russia (Russian Federation)

### Moscow

### Canadian Embassy

#### Street Address:

Starokonyushenny Pereulok 23,  
Moscow 12100, Russia

*Mailing Address:* (same as above)

Cable: CANAD MOSCOW

Tel: (011-7-095) 956-6666

Fax: (011-7-095) 232-9949

E-mail: td.mosco@mosco01.x400.gc.ca

*Territory:* Russia, Armenia, Belarus, Uzbekistan

*Office Hours:* Mon-Fri: 0830-1700

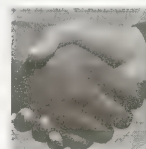
*Major Holidays:* (1998/99) Oct 12, Dec 25-28;  
Jan 1, Jan 7, Mar 9, Apr 2, May 10, July 1,  
Oct 11, Dec 27-28

*Time Difference (E.S.T.):* +8

Ms. Anne Leahy  
Ambassador

Mr. Thomas D. Marr  
Minister-Counsellor (Commercial)

Ms. Jennifer L.O. Rosebrugh  
Counsellor (Commercial)  
(Oil and gas, mining, geophysics,  
petrochemicals)



## Ask your Trade Commissioner for...

### Visit Information —

*Once you decide to visit the country you want to do business in, we can provide practical advice on timing and organizing your trip. Please use your travel agent to make appropriate hotel and travel arrangements.*

Mr. Tracy Reynolds  
Third Secretary (Commercial)  
(Telecommunications, aerospace, rail/urban transportation, software, science and technology, departmental planning)

Mr. Robert Sinclair  
Third Secretary (Commercial)  
(Fur, fisheries, pharmaceuticals/medical, engineering, other services-incl. bilateral trade agreements [FIPA, DTA], local economic legislation, WTO Accession, WIN Exports)

Ms. Irina Litvinova  
Commercial Officer (Forestry, power generation, automotive, consumer goods)

Mr. Valery Makarov  
Commercial Officer (Shipping, banking, insurance/other financial services, construction and housing, manufactured wood products/furniture)

Ms. Lilya Panova  
Commercial Officer (Environment, mining, chemicals, petrochemicals, metals/minerals, industrial machinery)

Ms. Marina Fomitcheva  
Commercial Officer (Agriculture/food, agriculture equipment, veterinary products)

## Saint-Petersburg

### Canadian Consulate General

#### Street Address:

32, Malodetskoslensky Prospect,  
198013 St. Petersburg, Russia

*Mailing Address:* (same as above)

Tel: (011-7-812) 316-3346/325-8448

Fax: (011-7-812) 325-8393



*Territory:* North-west of Russian Federation incl. St. Petersburg, Republic of Karelia and the regions of Archangelsk, Leningrad, Murmansk, Novgorod, Pskov

*Office Hours:* Mon-Fri: 0900-1700

*Major Holidays:* (1998/99) Oct 12, Nov 4, Dec 25-28; Jan 1, Apr 1-5, July 1, Sept 6, Oct 11, Nov 4, Dec 27-28

*Time Difference (E.S.T.):* +8

Ms. Linda McDonald  
Consul General

Ms. Margarita Sandal  
Commercial Officer

### Rwanda (Rwandese Republic)

see Kenya

### San Marino (Republic of)

see Italy (Rome)

### Sao Tome and Principe (Democratic Republic of)

see Gabon

### Saudi Arabia (Kingdom of)

#### Canadian Embassy

*Street Address:*  
Diplomatic Quarter,  
Riyadh, Saudi Arabia

*Mailing Address:*  
P.O. Box 94321,  
Riyadh 11693, Saudi Arabia

Cable: DOMCAN RIYADH  
Tel: (011-966-1) 488-2288  
Fax: (011-966-1) 488-0137  
E-mail: td.ryadh@ryadh01.x400.gc.ca

*Territory:* Saudi Arabia, Bahrain, Oman, Yemen

*Office Hours:* Sat-Wed: 0800-1600

*Major Holidays:* (1998/99) Oct 10, Dec 26-27; Jan 2, Jan 18-20, Mar 27-29, May 22, Oct 9, Dec 25-26 (Ramadan Dec 18-Jan 19 approx.)

*Time Difference (E.S.T.):* +8

Mr. Daniel E. Hobson  
Ambassador

Mr. Robert W. Craig  
Minister-Counsellor (Commercial)  
(Management of Commercial/Economic Division, bilateral trade and economic relations, Canada/Saudi Arabia Joint Economic Commission, economic/trade policy issues/agreements/World Trade Organization, financial sector liaison, investment co-ordination)

Mr. George Debbané  
Counsellor (Commercial)  
(Defence/security systems, aerospace/civil aviation, telecommunications/informatics, advanced technology/electronics/geomatics)

Mr. Steven Goodinson  
Second Secretary (Commercial)  
(Oil and gas, petrochemical technology/products/equipment, power/energy equipment/services, education/training institutions, chemicals, mining/minerals/metals, environmental equipment/services)

Mr. Joe M. Fakhri  
Commercial Officer (Transportation systems, construction/industrial safety equipment/services, architectural services, urban planning/building materials, general machinery/equipment)

Mr. Nader G. Nassif  
Commercial Officer (Agriculture, grains and oilseeds, health care products/services, consumer products, commercial services-excl. education, agri-food, forest products)

### Senegal (Republic of)

#### Canadian Embassy

*Street Address:*  
4th Floor, Sorano Building,  
45, boul. de la République,  
Dakar, Senegal

*Mailing Address:*  
P.O. Box 3373,  
Dakar, Senegal

Tel: (011-221) 823-9290  
Fax: (011-221) 823-8749  
E-mail: dakar@dakar01.x400.gc.ca

*Territory:* Senegal, Cape Verde, Gambia, Guinea-Bissau, Mauritania

*Office Hours:* Mon-Thurs: 0800-1700;  
Fri: 0800-1230



### Zoom in on the most promising markets

#### Successful companies

*concentrate on one foreign market at a time, moving on to the next only after succeeding in the last.*

*Major Holidays:* (1998/99) Oct 13, Dec 25-28; Jan 1, Jan 25, Apr 5, June 1, July 1, Oct 13, Dec 27-28

*Time Difference (E.S.T.):* (Summer) +4; (Winter) +5

Ms. Michèle Levesque  
Ambassador

Ms. Chantal De Varennes  
First Secretary and Consul  
E-mail: chantal@dakar01.x400.gc.ca

Mr. Jacques Laberge  
Industrial Co-operation Program  
E-mail: labergej@dakar01.x400.gc.ca

Mr. Abdoulaye Bâ  
Senior Commercial Officer  
E-mail: baal@dakar01.x400.gc.ca

### Seychelles (Republic of)

see Tanzania

### Sierra Leone (Republic of)

see Guinea

### Singapore (Republic of)

#### Canadian High Commission

*Street Address:*  
IBM Towers, 14th Floor,  
80 Anson Road,  
Singapore 079907, Singapore

*Mailing Address:*  
Robinson Road P.O. Box 845,  
Singapore 901645, Singapore

Tel: (011-65) 325-3200  
Fax: (011-65) 325-3297  
E-mail: cdatanjs@singnet.com.sg

*Office Hours:* Mon-Fri: 0800-1630

*Major Holidays:* (1998/99) Oct 19, Dec 25; Jan 1, Jan 28-29, Aug 9, Oct 18, Dec 27

*Time Difference (E.S.T.): +12*

Mr. Barry Carin  
High Commissioner

Mr. David Wynne  
Senior Trade Commissioner  
(Trade management, investment and economic programs, trade policy)

Ms. Jacqueline Draper  
First Secretary (Agriculture-ASEAN)  
(Agriculture/food products, fisheries, sea products)

Mr. Arun Alexander  
Third Secretary (Commercial)  
(Environmental technologies, oil and gas, technology inflow program, power and energy, transportation systems, petrochemicals and chemicals)

Mr. Frank S.H. Quah  
Commercial Officer (Telecommunications/informatics, advance technology, electronics)

Mr. Peter C.M. Ho  
Commercial Officer (Aerospace/aviation, building materials, forest products, mining, metals and minerals, industrial machinery/plants)

Mr. Francis S.S. Chan  
Commercial Officer (Agriculture/food products, fisheries, sea products, training, education, medical/health care, consumer products)

## **Slovakia (Republic of)**

see Czech Republic

## **Slovenia (Republic of)**

see Hungary

## **Solomon Islands**

see Australia (Canberra)



**Foreign clients  
often ask...**

*How do you plan to enter  
the market: export, license, joint  
venture or investment?*

## **Somalia (Somali Democratic Republic)**

see Kenya

## **South Africa (Republic of)**

### **Canadian Trade Office**

*Street Address:*  
Cradock Place, 1st Floor,  
10 Arnold Street, Rosebank 2196,  
Johannesburg, South Africa

*Mailing Address:*  
P.O. Box 1394, Parklands 2121,  
Johannesburg, South Africa

Tel: (011-27-11) 442-3130  
Fax: (011-27-11) 442-3325  
E-mail: jburg@pret01.x400.gc.ca  
Internet: <http://www.canada.co.za>

*Territory:* South Africa, Lesotho, Mauritius,  
Namibia, Swaziland

*Office Hours:* Mon-Thurs: 0800-1645;  
Fri: 0800-1330

*Major Holidays:* (1998/99) Dec 16, Dec 25-28;  
Jan 1, Apr 27, June 16, Sept 24, Dec 16,  
Dec 27-28

*Time Difference (E.S.T.): +6*

Mr. James Bartleman  
High Commissioner  
(Resident in Pretoria, South Africa)

Mr. Jean-Pierre Hamel  
Senior Trade Commissioner

Ms. Larissa Pergat  
Trade Commissioner (Telecommunications,  
broadcasting, agriculture, agri-food, fisheries,  
sea products, education, cultural industries)

Mr. Bruce B. Fraser  
Commercial Officer (Mining/metals/minerals,  
oil and gas, power/energy equipment,  
primary/secondary industrial machinery,  
transportation, defence, aircraft, chemicals,  
forestry)

Ms. Fathima Haniff  
Commercial Officer (Computer software/  
hardware/IT, construction, environment,  
medical/health care products, social services)

## **Spain (Kingdom of)**

### **Canadian Embassy**

*Street Address:*  
Nuñez de Balboa 35,  
28001 Madrid, Spain

*Mailing Address:*  
Apartado 117,  
28080 Madrid, Spain

Cable: CANADIAN MADRID  
Tel: (011-34-1) 431-4300  
Fax: (011-34-1) 577-9811/431-2367  
E-mail: [td.madrid@mdrid01.x400.gc.ca](mailto:td.madrid@mdrid01.x400.gc.ca)  
Internet: <http://www.canada-es.org>

*Territory:* Spain, Andorra, Canary Islands

*Office Hours:* Mon-Fri: 0830-1700

*Major Holidays:* (1998/99) Oct 12, Dec 25-28;  
Jan 1, Jan 6, Apr 1-2, Sept 6, Oct 11, Dec 24

*Time Difference (E.S.T.): +6*

Mr. Anthony G. Vincent  
Ambassador

Mr. Kenneth Cook  
Minister-Counsellor and Consul

Mr. Louis Poisson  
Counsellor (Commercial)  
(Trade, investment, science and technology  
issues, aerospace program)

Mr. Isidro Garcia  
Commercial Officer (Environment, science  
and technology, construction, biotechnology,  
power and energy equipment/services)

Mr. Michael F. Crawcour  
Commercial Officer (Agriculture/food  
products, medical, fisheries, services  
industries, trading houses)

Mr. Alonso Herrero  
Commercial Officer (Transportation,  
industrial machinery, defence equipment,  
petrochemicals, informatics/electronics,  
communications, oil and gas)

Mrs. Amaya Jauregui  
Commercial Officer (Forestry, cultural/  
education industries, mining, consumer  
products, metal and mineral products)

Mr. Leonard Loos  
Commercial Officer (WIN systems, M.I/I)



## **Sri Lanka (Democratic Socialist Republic of)**

### **Canadian High Commission**

*Street Address:*

6 Gregory's Road,  
Colombo, Sri Lanka

*Mailing Address:*

P.O. Box 1006,  
Colombo, Sri Lanka

Tel: (011-94-1) 695841/42/43

Fax: (011-94-1) 68-70-49

*Territory:* Sri Lanka, Maldives

*Office Hours:* Mon-Thurs: 0800-1635;

Fri: 0800-1310

*Major Holidays:* (1998/99) Dec 24-25; Jan 1,  
Jan 12, Jan 14, Apr 8-14, May 11-12, Dec 24

*Time Difference (E.S.T.):* +11 1/2

Ms. Ruth Archibald  
High Commissioner (Sri Lanka)  
Ambassador (Maldives)

Mr. Chris S. Pullenayegem  
Commercial Officer  
E-mail: chris.pullenayegem@clmbo01.x400.gc.ca

## **St. Kitts and Nevis**

see Barbados

## **St. Lucia**

see Barbados

## **St. Maartin**

see Barbados

## **St. Pierre-et-Miquelon**

see United States (Boston)

## **St. Vincent and the Grenadines (Commonwealth of)**

see Barbados

## **Sudan (Republic of the)**

see Egypt

## **Suriname (Republic of)**

see Guyana



## **Plan the financial resources you'll need**

### **Exploring foreign markets**

*can take longer and cost more than expected. Be prepared for significant costs for market research, product launchings and several personal visits.*

## **Swaziland (Kingdom of)**

see South Africa

## **Sweden (Kingdom of)**

### **Canadian Embassy**

*Street Address:*

Tegelbacken 4, 7th Floor,  
Stockholm, Sweden

*Mailing Address:*

P.O. Box 16129,  
S-103 23 Stockholm, Sweden

Tel: (011-46-8) 453-3000

Fax: (011-46-8) 24 24 91

E-mail: commerce@stklm01.x400.gc.ca

*Office Hours:* Mon-Fri: 0830-1730

*Major Holidays:* (1998/99) Oct 12, Dec 24-28;  
Jan 1, Apr 2-5, June 1, July 1, Oct 11, Dec 24

*Time Difference (E.S.T.):* +6

Mr. William L. Clarke  
Ambassador

Mr. Bruce Christie  
First Secretary (Commercial)  
(Investment, aerospace, defence)  
E-mail: bruce.christie@stkhm01.x400.gc.ca

Mrs. Ulla Hansson  
Commercial Officer (Agriculture/grain  
seeds, fisheries, forestry, mining/metals/  
minerals, construction)  
E-mail: ulla.hansson@stkhm01.x400.gc.ca

Ms. Inga-Lill Olsson  
Commercial Officer (Chemicals, plastics,  
security, environmental equipment, power,  
energy)  
E-mail: inga.olsson@stkhm01.x400.gc.ca

Ms. Catharina Nordbeck  
Commercial Officer (Automotive/auto parts,  
transportation/urban transit, education,  
medical/health care/biotechnology,  
consumer goods)  
E-mail: catharina.nordbeck@stkhm01.x400.gc.ca

Mr. Robbin Battisson  
Commercial Officer (Information technology,  
telecommunications, advanced technology)  
E-mail: robbin.battisson@stkhm01.x400.gc.ca

Ms. Helena Savolainen  
Commercial Assistant  
E-mail: helena.savolainen@stkhm01.x400.gc.ca

Ms. Maria Stenberg  
Commercial Assistant  
E-mail: maria.stenberg@stkhm01.x400.gc.ca

## **Switzerland (Swiss Confederation)**

### **Canadian Embassy**

*Street Address:*

Kirchenfeldstrasse 88,  
CH-3005 Berne, Switzerland

*Mailing Address:*

P.O. Box 234,  
CH-3000 Berne 6, Switzerland

Tel: (011-41-31) 357-3200

Fax: (011-41-31) 357-3210

*Territory:* Switzerland, Liechtenstein

*Office Hours:* (Winter) Mon-Fri: 0800-1645;  
(Summer) Mon-Fri: 0800-1615

*Major Holidays:* (1998/99) Oct 12, Dec 25-28;  
Jan 1, Apr 2-5, May 13, May 24, July 2,  
Sept 6, Oct 11, Dec 27-28

*Time Difference (E.S.T.):* +6

Mr. John Noble  
Ambassador

Mr. Charles R. Larabie  
Counsellor (Commercial)  
E-mail: charles.larabie@bern01.x400.gc.ca



Mr. Werner Naef  
Commercial Officer (Environment, sporting goods, agri-food/fish, construction, mining, energy, forest products, machinery, housewares)  
E-mail: werner.naef@bern01.x400.gc.ca

Ms. Nicole Bellieres  
Commercial Officer (Medical, pharmaceuticals, chemicals, security systems, consumer goods, transportation/aerospace)  
E-mail: nicole.bellieres@bern01.x400.gc.ca

Ms. Marianne Burkhard  
Commercial Assistant (Informatics, telecommunications)  
E-mail: marianne.burkhard@bern01.x400.gc.ca

## Syria (Syrian Arab Republic)

### Canadian Embassy

*Street Address:*  
Mezzeh Autostrade, Lot 12,  
Damascus, Syria

*Mailing Address:*  
P.O. Box 3394,  
Damascus, Syria

Tel: (011-963-11) 611-6692/611-6851/  
611-6870  
Fax: (011-963-11) 611-2761/611-4000

*Territory:* Syria, Cyprus

*Office Hours:* Sun-Wed: 0800-1630;  
Thurs: 0800-1330

*Major Holidays:* (1998/99) Oct 6, Nov 16,  
Dec 25; Jan 1-2, Jan 17-19, Mar 8, Mar 21,  
Mar 29-31, Apr 5, Apr 11, June 15, Oct 6,  
Nov 16 (Ramadan Dec 18-Jan 19 approx.)

*Time Difference (E.S.T.):* +7

Ms. Alexandra Bugailiskis  
Ambassador

Mr. George Sanderson  
Commercial Counsellor  
E-mail: george.sanderson@dmcus01.x400.gc.ca

Mr. Issam Mechhad  
Commercial Officer

## Taiwan

### Canadian Trade Office

*Street Address:*  
13th Floor,  
365 Fu Hsing North Road,  
Taipei, 10483 Taiwan

*Mailing Address:* (same as above)

Tel: (011-886-2) 2547-9500  
Fax: (011-886-2) 2712-7244  
E-mail: ctotinfo@ctot.org.tw  
Internet: http://www.ctot.org.tw

*Office Hours:* Mon-Fri: 0830-1730

*Major Holidays:* (1998/99) Oct 5, Oct 12,  
Nov 12, Dec 25; Jan 27-29, Apr 5, July 1,  
Oct 5, Oct 11, Nov 12, Dec 27

*Time Difference (E.S.T.):* +13

Mr. David Mulrone  
Director

Mr. Stewart Beck  
Executive Deputy Director  
and Senior Trade Commissioner

Mr. Martin Charron  
Trade Commissioner (Agri-food products,  
agriculture commodities)

Mr. David Wong  
Trade Commissioner (Agriculture)

Mr. Marcel Laneville  
Trade Commissioner (Information technology,  
hardware/software)

Mr. Handol Kim  
Trade Commissioner (Investment,  
biotechnology)



### Ask your Trade Commissioner for...

#### Face-to-face Briefing —

*One of our officers will meet with you personally to discuss the most recent developments in your target market and your future needs. Simply notify our office of your visit at least two weeks before your departure.*

Mr. James Lee  
Senior Commercial Officer  
(Telecommunications, aerospace)

Ms. Karen Huang  
Commercial Officer (Agriculture, consumer products)

Mr. Edward Ng  
Commercial Officer (Environment, building materials, investment)

Mr. Shane Lo  
Commercial Officer (Consulting services, transportation, heavy industries, natural resources commodities)

Mr. Mark McDowell  
Cultural industries

Ms. Teresa Lu  
Manager, Canadian Education Centre  
(Education marketing, corporate training)

*(This is an office of the Canadian Chamber of Commerce.)*

## Tajikistan (Republic of)

see Kazakhstan

## Tanzania (United Republic of)

### Canadian High Commission

*Street Address:*  
38 Mirambo Street/Garden Avenue,  
Dar-es-Salaam, Tanzania

*Mailing Address:*  
P.O. Box 1022,  
Dar-es-Salaam, Tanzania

Cable: DOMCAN DAR-ES-SALAAM  
Tel: (011-255-51) 112832-5/112837/  
112863/112865-6  
Fax: (011-255-51) 116896-7

*Territory:* Tanzania, Comoros, Madagascar, Seychelles

*Office Hours:* Mon-Fri: 0730-1530

*Major Holidays:* (1998/99) Dec 9, Dec 25-28;  
Jan 1, Apr 2-5, July 1, Dec 9, Dec 27-28

*Time Difference (E.S.T.):* +8

Mr. Wayne Hammond  
High Commissioner

Mr. Robert Lawrence  
Counsellor  
E-mail: robert.lawrence@paris03.x400.gc.ca

Mr. Gaspar M. Tarimo  
Commercial Officer (Mining, oil and gas)  
E-mail: gaspar.tarimo@paris03.x400.gc.ca

Mr. Noel F. Amos  
Commercial Officer (Fisheries, agriculture, telecommunications)  
E-mail: noel.amos@paris03.x400.gc.ca

Mrs. Suad Msellem  
Commercial Assistant  
E-mail: suad.msellem@paris03.x400.gc.ca

## Thailand (Kingdom of)

### Canadian Embassy

*Street Address:*  
15th Floor, Abdulrahim Place,  
990 Rama IV Road,  
Bangkok 10500, Thailand

*Mailing Address:*  
P.O. Box 2090,  
Bangkok 10500, Thailand

Tel: (011-66-2) 636-0540  
Fax: (011-66-2) 636-0565; 636-0568 (Trade)  
E-mail: td.bngkk@bngkk02.x400.gc.ca

*Territory:* Thailand, Burma/Myanmar, Laos

*Office Hours:* Mon-Thurs: 0730-1615;  
Fri: 0730-1300

*Major Holidays:* (1998/99) Dec 7, Dec 25,  
Dec 31; Jan 1, Apr 5-6, May 5, May 11,  
July 1, Aug 12, Dec 7, Dec 24, Dec 31

*Time Difference (E.S.T.):* +12

Mr. Bernard Giroux  
Ambassador

Mr. Ken Lewis  
Senior Trade Commissioner  
(Aerospace, transportation, infrastructure projects)

Mr. Gordon Parsons  
Counsellor (Commercial)  
(Natural resources, agriculture)

Mr. Alan Bowman  
Second Secretary (Commercial)  
(Environment, telecommunications, services)

Mr. Thawee Thaiprasithiporn  
Senior Commercial Officer (Primary industries)

Ms. Veena Ngaoharoenchitr  
Commercial Officer (Power sector,  
information and high technology)

Ms. Viyada Vanichrojanarat  
Commercial Officer (Services, consumer products)

## Togo (Togolese Republic)

see Ghana

## Tonga (Kingdom of)

see New Zealand

## Trinidad and Tobago (Republic of)

### Canadian High Commission

*Street Address:*  
Maple House, Tatil Centre,  
3-3A Sweet Briar Road,  
St. Clair,  
Port of Spain, Trinidad and Tobago

*Mailing Address:*  
P.O. Box 1246,  
Port of Spain, Trinidad and Tobago  
Tel: (868) 622-6232 (6-CANADA)  
Fax: (868) 628-2576  
E-mail: commerce@pspan02.x400.gc.ca  
Internet: <http://www.opus.co.tt/canada>

*Office Hours:* Mon-Thurs: 0730-1600;  
Fri: 0730-1300

*Major Holidays:* (1998/99) Dec 25-28; Jan 1, Apr 12, Dec 27-28

*Time Difference (E.S.T.):* +1

Mr. Peter M. Lloyd  
High Commissioner

Mr. Tom Bearss  
Counsellor (Commercial)

Mr. Ramesh Tiwari  
Commercial Officer (Agriculture, food products, medical/health-care products, oil and gas, primary and secondary industrial machinery)

Ms. Jacqueline Tardieu  
Commercial Assistant

## Tunisia (Republic of)

### Canadian Embassy

*Street Address:*  
3, rue du Sénégal,  
Place d'Afrique,  
1002 Belvédère,  
Tunis, Tunisia

*Mailing Address:*  
C.P. 31, Le Belvédère 1002,  
Tunis, Tunisia

Tel: (011-216-1) 796-577  
Fax: (011-216-1) 792-371  
E-mail: tunis.td@paris03.x400.gc.ca

*Territory:* Tunisia, Libya

*Office Hours:* Mon-Thurs: 0800-1700;  
Fri: 0800-1330; Summer & Ramadan:  
Mon-Fri: 0700-1430

*Major Holidays:* (1998/99) Nov 7, Dec 25-28;  
Jan 1, Apr 2-5, July 1, Dec 27-28 (Ramadan  
Dec 18-Jan 19 approx.)

*Time Difference (E.S.T.):* +5 (Summer);  
+6 (Winter)

Mr. Arsène G. Després  
Ambassador

Mr. Russell Merifield  
Counsellor (Commercial) and Consul

Mr. Lassaâd Bourguiba  
Commercial Officer

## Turkey (Republic of)

### Canadian Embassy

*Street Address:*  
Nenehatun Caddesi 75,  
Gaziosmanpasa, 06700 Ankara, Turkey

*Mailing Address:* (same as above)



## Make personal visits

*Building business*

*relationships in foreign*

*markets is best done face to face.*

*Faxes and phone calls are great for*

*follow-ups but nothing beats meeting  
in person.*

Cable: 42369 DMCAN TR  
Tel: (011-90-312) 436 12 75  
Fax: (011-90-312) 446 28 11/446 44 37  
(General)

*Territory:* Turkey, Azerbaijan, Georgia, Turkmenistan

*Office Hours:* Mon-Thurs: 0830-1745;  
Fri: 0830-1300

*Major Holidays:* (1998/99) Oct 29, Dec 25;  
Jan 1, Jan 29, Apr 1-2, Apr 23, May 24,  
July 1, Aug 30, Sept 6, Oct 29, Dec 27

*Time Difference (E.S.T.):* +7

Mr. Michael T. Mace  
Ambassador

Mr. Amir Guindi  
Counsellor (Commercial)  
(Agriculture/food products, defence/aerospace,  
power/energy, transportation, oil and gas,  
financial/business services)

Mr. John Rodney  
Third Secretary (Commercial)  
(Telecommunications, information  
technologies, forest products, mining,  
consumer products, education, medical,  
construction, environment)

Mr. Can Ozuguc  
Senior Commercial Officer (Agriculture/food  
products, defence/aerospace,  
telecommunications, information  
technologies, transportation, consumer  
products, financial/business services)

Mr. Akin Kosetorunu  
Commercial Officer (Power/energy, mining,  
forest products, oil and gas, education,  
medical, construction, environment)

Ms. Nuriye Dibirdi  
Commercial Assistant

Ms. Selva Ozturk  
Commercial Assistant

## Tuvalu

see New Zealand

## Uganda (Republic of)

see Kenya

## Ukraine

### Embassy of Canada

*Street Address:*  
31 Yaroslaviv Val Street,  
Kyiv 252034, Ukraine

*Mailing Address:*  
P.O. Box 205,  
Kyiv 252001, Ukraine

Tel: (011-380-44) 464-1144  
Fax: (011-380-44) 464-1133

*Office Hours:* Mon-Fri: 0830-1700

*Major Holidays:* (1998/99) Oct 8, Oct 11,  
Dec 25; Jan 1, Jan 7, Mar 26, Apr 12, July 1,  
Aug 24, Oct 8, Oct 11, Dec 27

*Time Difference (E.S.T.):* +7

Mr. Derek Fraser  
Ambassador

Mr. Larry Duffield  
Counsellor Commercial  
E-mail: larry.duffield@kiev01.x400.gc.ca

Mr. George Grushchenko  
Senior Commercial Officer (Primary  
industries, agriculture/agri-food, oil and  
gas/energy)  
E-mail: george.grushchenko@kiev01.x400.gc.ca

Mr. Volodymyr Vereta  
Commercial Officer (Secondary industries,  
construction/building materials, forest  
products, transportation, communications,  
information technologies)  
E-mail: volodymyr.vereta@kiev01.x400.gc.ca

Mrs. Victoria Vinogradova  
Trade Assistant (WIN Exports, consumer  
products, health, veterinary)  
E-mail: victoria.vinogradova@kiev01.x400.gc.ca

## United Arab Emirates

### Abu Dhabi

#### Canadian Embassy

*Street Address:*  
Al Bateen District, #440 Al Nahyan Street  
(26th Street, corner of Dalma and  
Al Nayhan Streets)  
Abu Dhabi, United Arab Emirates

*Mailing Address:*  
P.O. Box 6970,  
Abu Dhabi, United Arab Emirates

Tel: (011-971) 2-456969  
Fax: (011-971) 2-458787  
E-mail: Canada@emirates.net.ae

*Office Hours:* Sat-Wed: 0830-1600

*Major Holidays:* (1998/99) Oct 19, Dec 2,  
Dec 26-27; Jan 2, Jan 19, Mar 28-29, Apr 17,  
June 26, Sept 4, Oct 9, Nov 6, Dec 25-26

*Time Difference (E.S.T.):* +9

Mr. Stuart B. McDowall  
Ambassador

Mr. Maher Abou-Guendia  
Counsellor (Commercial)

Ms. Nicole AbiAad Zaroubi  
Commercial Officer

### Dubai

#### Canadian Consulate

*Street Address:*  
Juma Al Majid Building,  
Suite 708,  
Khalid Ibn Al Waleed Street,  
Dubai, United Arab Emirates

*Mailing Address:*  
P.O. Box 52472,  
Dubai, United Arab Emirates

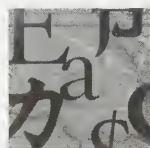
Tel: (011-971) 4-521717  
Fax: (011-971) 4-517722

## Turkmenistan

see Turkey

## Turks and Caicos Islands

see Jamaica



### Foreign clients often ask...

*When do you plan to visit  
the market? Have you considered  
adapting your product or service  
literature to the market at that time?*



*Office Hours:* Sun-Thurs: 0800-1330

*Major Holidays:* (1998/99) Oct 19, Dec 2, Dec 27; Jan 3, Jan 18, Mar 28-29, Apr 1, Apr 18, July 1, Sept 5, Oct 10, Dec 2, Dec 26

*Time Difference (E.S.T.):* +9

Mr. Richard J. Winter  
Consul and Senior Trade Commissioner  
E-mail: richard.winter@paris03.x400.gc.ca

Mr. Rick Seguin  
Consul and Trade Commissioner  
(Agri-food)  
E-mail: richard.seguin@paris03.x400.gc.ca

Mr. Fouad Soueid  
Commercial Officer  
E-mail: fouad.soueid@paris03.x400.gc.ca

Mrs. Sanam Shahani  
Commercial Program Assistant  
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Mrs. Persis Khemani  
Agriculture Program Assistant  
E-mail: persis.khemani@paris03.x400.gc.ca

## United Kingdom

see Britain

## United Nations

### *Permanent Mission of Canada to the United Nations*

*Street Address:*  
One Dag Hammarskjöld Plaza,  
885 Second Avenue, 14th Floor,  
New York, New York 10017, U.S.A.

*Mailing Address:* (same as above)

Tel: (212) 848-1100  
Fax: (212) 848-1195  
E-mail: prmny-gr@prmny01.x400.gc.ca

*Responsibilities:* UN Procurement

*Office Hours:* Mon-Fri: 0900-1730

Mr. Robert R. Fowler  
Ambassador and Permanent Representative

Mr. Michel Duval  
Deputy Permanent Representative

Mr. Sam Hanson  
Counsellor (UN finance/management)

## United States of America

### Washington

#### *Canadian Embassy*

*Street Address:*  
501 Pennsylvania Avenue, N.W.,  
Washington, D.C. 20001, U.S.A.

*Mailing Address:* (same as above)

Tel: (202) 682-1740  
Fax: (202) 682-7726; 682-7795  
(Trade/Economic Policy/Business Development)

*Office Hours:* Mon-Fri: 0830-1700

*Major Holidays (observed in the U.S.A.):*  
(1998/99) Oct 12, Nov 11, Nov 26,  
Dec 25-28; Jan 1, Apr 2-5, May 24, July 1,  
Sept 6, Oct 11, Nov 11, Nov 25, Dec 27-28

*Time Difference (E.S.T.):* 0

Mr. Raymond A.J. Chrétien  
Ambassador

Mr. D.G. Waddell  
Minister (Economic) and Deputy Head  
of Mission

Ms. Astrid Y. Pregel  
Minister-Counsellor (Commercial)  
(Manager of Business Development Program)  
E-mail: astrid.pregel@wshdc01.x400.gc.ca

Mr. Terry Wood  
Counsellor (Transportation)  
E-mail: terry.wood@wshdc01.x400.gc.ca

Mr. Robert Webb  
Counsellor (Science and Technology)  
E-mail: robert.webb@wshdc01.x400.gc.ca

#### *Government Markets*

Ms. Judith A. Bradt  
Director (Government procurement-defence  
and civilian, defence economic co-operation,  
military/civilian aerospace; public sector  
market access; export controls)  
E-mail: judith.bradt@wshdc01.x400.gc.ca

Mr. Richard Malloy  
Business Development Officer (Defence)  
(Navy; marine technology; Special Operations -  
U.S. Defence/Security Agencies; security/law  
enforcement technology; defence supplier  
partnerships; market access issues)  
E-mail: richard.malloy@wshdc01.x400.gc.ca



### Study the market and the culture

*Business people and customers in most foreign markets will appreciate and reward your efforts to learn about their culture.*

Ms. Allison Saunders  
Second Secretary (Commercial)  
(Computer hardware/software-all markets;  
Technology Partnership Program; U.S.  
civilian government agencies; state  
government procurement; non-defence  
products; professional services for  
government markets. U.S. procurement)  
E-mail: allison.saunders@wshdc01.x400.gc.ca

#### *Trade and Investment Development*

*Territory:* District of Columbia, Virginia,  
Maryland, Delaware and Eastern Pennsylvania

Mr. Gregory Rust  
Counsellor (Commercial) - Manager  
(Trade and Investment Development Program)  
E-mail: gregory.rust@wshdc01.x400.gc.ca

Ms. Kathryn Aleong  
First Secretary (Commercial)  
(Environmental products/services, space-  
related industries, geomatics)  
E-mail: kathryn.aleong@wshdc01.x400.gc.ca

Mr. Manuel M. Ellenbogen  
Business Development Officer (Health  
care/biotechnology, telecommunications,  
high technology, construction,  
industrial/agriculture equipment)  
E-mail: manuel.ellenbogen@wshdc01.x400.gc.ca

Mrs. Cynthia Stevenson  
Business Development Officer (Agri-food,  
seafood, professional/business services,  
consumer products, cultural industries)  
E-mail: cynthia.stevenson@wshdc01.x400.gc.ca

#### *Office for Liaison with International Financial Institutions (OLIFI)*

Ms. Marie A. Stamp  
Third Secretary (Commercial)  
(IBRD/IADB procurement contracts)  
E-mail: marie.m.a.s.stamp@wshdc01.x400.gc.ca

Mr. J. Matthew Clark  
Business Development Officer  
(International finance)  
E-mail: matthew.clark@wshdc01.x400.gc.ca

Ms. Connie Connor  
Business Development Officer  
(Aid to Canadian companies)  
E-mail: connie.connor@wshdc01.x400.gc.ca

### ***Economic and Trade Policy***

Mrs. Colleen Swords  
Minister-Counsellor (Economic/trade policy)  
(Management of bilateral economic and trade relationship)  
E-mail: colleen.swords@wshdc01.x400.gc.ca

Mr. Jamal Khokhar  
Counsellor (Trade policy)  
(Matters affecting trade in goods, hemispheric trade)  
E-mail: jamal.khokhar@wshdc01.x400.gc.ca

Ms. Kate Lannan  
Counsellor (Trade policy)  
(Metals/minerals)  
E-mail: kate.lannan@wshdc01.x400.gc.ca

Mr. Robert Cairns  
First Secretary (Commercial)  
(Trade remedy law, competition policy, softwood lumber)  
E-mail: robert.cairns@wshdc01.x400.gc.ca

Mr. Marvin Heldebrand  
First Secretary (Agriculture and agri-food)  
E-mail: marvin.heldebrand@wshdc01.x400.gc.ca

Mr. Billy Hewett  
First Secretary (Agricultural trade issues)  
E-mail: billy.hewett@wshdc01.x400.gc.ca

Mr. David McLellan  
Counsellor (Energy)  
E-mail: david.mclellan@wshdc01.x400.gc.ca

Mr. Jean-Pierre Gombay  
Counsellor (General services issues, i.e., telecommunications, cultural industries, intellectual property issues, investment policy)  
E-mail: jeanpierre.gombay@wshdc01.x400.gc.ca

Mr. Brian Smith  
Counsellor (Finance)  
(Financial services issues, taxation issues, fiscal and monetary issues)  
E-mail: brian.smith@wshdc01.x400.gc.ca

Mr. Matthew Levin  
First Secretary (Economic issues, U.S. foreign-aid policies, labour issues)  
E-mail: matthew.levin@wshdc01.x400.gc.ca

Mr. Stewart Wheeler  
Second Secretary (Energy)  
(Oil and gas issues)  
E-mail: stewart.wheeler@wshdc01.x400.gc.ca

### ***Market Access***

Ms. Birgit Matthiesen  
Commercial Officer (Economic/trade policy)  
(Customs, FDA)  
E-mail: birgit.matthiesen@wshdc01.x400.gc.ca

## **Atlanta**

### ***Canadian Consulate General***

*Street Address:*  
1175 Peachtree Street N.E.,  
1700 - 100 Colony Square,  
Atlanta, Georgia 30361-6205, U.S.A.

*Mailing Address:* (same as above)

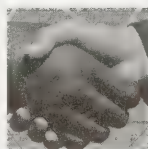
Tel: (404) 532-2000  
Fax: (404) 532-2050  
E-mail: atnta@atnta01.x400.gc.ca

*Territory:* Georgia, Alabama, Florida, Mississippi, North Carolina, South Carolina, Tennessee; Other: Puerto Rico, U.S. Virgin Islands

*Office Hours:* Mon-Fri: 0830-1645

*Time Difference (E.S.T.):* 0

Mr. Marc-André Brault  
Consul General



**Ask your Trade Commissioner for...**

### ***Troubleshooting —***

*Do you have an urgent business or market access problem? Call us for help. We cannot enter into private disputes or act as customs brokers, sales agents, collection agents or lawyers.*

Mr. Robin McNab  
Deputy Consul General and Senior Trade Commissioner

### ***Commercial Division***

Mr. Jean-Pierre Petit  
Consul and Trade Commissioner  
(Investment, customs, brokerage)  
E-mail: jeanpierre.petit@atnta01.x400.gc.ca

Vacant  
Commercial Officer  
(Defence programs, aerospace, transportation)

Mr. John F. Alexander  
Commercial Officer (Strategic alliances, environment, new technology, safety and security)  
E-mail: john.alexander@atnta01.x400.gc.ca

Mr. Steven A. Flamm  
Commercial Officer (Telecommunications, informatics, electronics, medical, software, venture capital)  
E-mail: steve.flamm@atnta01.x400.gc.ca

Mr. William B. Stolz  
Commercial Officer (Forest products, furniture, construction)  
E-mail: william.stolz@atnta01.x400.gc.ca

Ms. Mary Louise Goodie  
Commercial Officer (Medical/health care, biotechnology, agriculture, food products, consumer goods, cultural industries, education/training, NEBS Co-ordinator)  
E-mail: marylouise.goodie@atnta01.x400.gc.ca

## **Miami**

Canadian Consulate,  
Suite 1600, First Union Financial Center,  
200 South Biscayne Blvd.,  
Miami, Florida 33131

Tel: (305) 579-1600  
Fax: (305) 374-6774

*Office Hours:* Mon-Fri: 0830-1630

Mr. Normand Villeneuve  
Consul and Trade Commissioner

Mr. David Ericson  
Commercial Officer (Caribbean/Latin America)



## Learn from successful companies

### Talk to Canadian

*companies that have succeeded in your target market. Many are willing to share what works and what doesn't. Contact your industry association to find names of successful companies.*

## Boston

### Canadian Consulate General

#### Street Address:

Three Copley Place, Suite 400,  
Boston, Massachusetts 02116, U.S.A.

*Mailing Address:* (same as above)

Tel: (617) 262-3760

Fax: (617) 262-3415

*Territory:* Massachusetts, Maine,

New Hampshire, Rhode Island, Vermont;

*Other:* Saint-Pierre-et-Miquelon

*Office Hours:* Mon-Fri: 0845-1700

*Time Difference (E.S.T.):* 0

Ms. Mary Clancy  
Consul General

Mr. Jim Sotvedt  
Deputy Consul General and Senior Trade  
Commissioner  
(Trade, investment)

### Trade and Investment Section

Mr. Gilles Tassé  
Consul (Investment)  
(Investment development, financial services,  
corporate liaison, strategic partnering,  
newsletter)

Ms. Nathalie Noël  
Vice-Consul and Trade Commissioner  
(Atlantic Canada initiative/ACOA relations,  
NEBS, VIP visits-trade, services  
co-ordinator, telecommunications)

Mr. Martin Robichaud  
Commercial Officer (Aerospace/defence,  
energy, environment, electrical/electronics,  
construction/building materials, engineering  
services, industrial machinery, transportation,  
architecture/design, resources industries)

Ms. Christine Sarkisian  
Commercial Officer (Medical/health care,  
biotechnology, cultural industries,  
publishing/printing, education/training)

Mrs. Colette Lekborg  
Commercial Officer (Consumer products,  
agriculture/food products, fisheries/associated  
equipment)

Mr. Nathan Elia  
Commercial Officer (Computer hardware/  
software, marine technology, geomatics,  
instrumentation, technology development)

## Buffalo

### Canadian Consulate General

#### Street Address:

One Marine Midland Center, Suite 3000,  
Buffalo, New York 14203-2884, U.S.A.

*Mailing Address:* (same as above)

Tel: (716) 858-9500

Fax: (716) 852-4340

Internet: <http://www.canadianconsulatebuf.org>

*Territory:* Western, Central and Upstate  
New York, West Pennsylvania, West Virginia

*Office Hours:* Mon-Fri: 0830-1630

*Time Difference (E.S.T.):* 0

Mr. Mark Romoff  
Consul General

### Business Development Division

Mr. Paul Rose  
Consul and Senior Trade Commissioner  
(Trade, investment)

Ms. Marcia M. Grove  
Business Development Officer (Agri-food  
products/equipment/services, fisheries,  
consumer products, furniture, printing  
industry, packaging/paper industries, marine  
products, health/beauty products,  
educational products/services)  
E-mail: [marcia.grove@bfalo01.x400.gc.ca](mailto:marcia.grove@bfalo01.x400.gc.ca)

Ms. Mary E. Mokka  
Business Development Officer  
(NEBS Co-ordinator)  
(Robotics/artificial intelligence, services,  
telecommunications products/services,  
computer technology, medical/biotechnology  
products, health care/social services,  
pharmaceutical products)  
E-mail: [mary.mokka@bfalo01.x400.gc.ca](mailto:mary.mokka@bfalo01.x400.gc.ca)

Mr. Jay Mileham  
Business Development Officer  
(Agricultural/automotive equipment,  
chemicals, construction, defence products,  
electrical, electronics, environmental products,  
industrial/manufacturing equipment,  
machinery/process, mining/metals, oil and  
gas, plumbing, heating, air conditioning,  
power/energy equipment, transportation)  
E-mail: [jay.mileham@bfalo01.x400.gc.ca](mailto:jay.mileham@bfalo01.x400.gc.ca)

## Chicago

### Canadian Consulate General

#### Street Address:

Two Prudential Plaza,  
180 N. Stetson Avenue,  
Suite 2400,  
Chicago, Illinois 60601, U.S.A.

*Mailing Address:* (same as above)

Tel: (312) 616-1860

Fax: (312) 616-1877/616-1878 (Trade)

*Territory:* Illinois, Missouri, Wisconsin

*Office Hours:* Mon-Fri: 0830-1630

*Time Difference (E.S.T.):* -1

Mr. J. Christopher Poole  
Consul General

Mr. G.E. Rishchynski  
Deputy Consul General and Senior Trade  
Commissioner

Mr. Douglas A. Bieber  
Consul and Trade Commissioner (Investment)

Ms. Connie Erickson  
Senior Business Development Assistant



## **Business Development Division**

Mr. John A. Lambert  
Senior Business Development Officer  
(Environment, biotechnology, pharmaceuticals, aerospace/defence, oil and gas, power/energy, chemical/petroleum, transportation)

Ms. Ann F. Rosen  
Business Development Officer (Information technology, telecommunications, electronics equipment, space, process controls and informatics, professional/business/educational services)

Ms. Chris Bigall  
Business Development Officer (Consumer products, aboriginal industries, cultural industries)

Ms. Cathy L. Cameron  
Business Development Officer (Agriculture, agri-food/beverage products, fish/poultry/livestock and related industries, health and beauty aids)

Ms. Dustchin Rock  
Business Development Officer (Advanced manufacturing, medical devices, hardware, automotive, mining/metals, forestry, lumber, resource equipment)

Vacant  
Business Development Assistant

## **Investment Development**

Ms. Gina Ludwig  
Investment Development Officer (Corporate liaison program, Strategic Alliance Center [SAC])

Ms. Brigid Kane  
Investment Development Assistant

## **Dallas**

### **Canadian Consulate General**

*Street Address:*  
St. Paul Place, Suite 1700,  
750 N. St. Paul Street,  
Dallas, Texas 75201, U.S.A.

*Mailing Address:* (same as above)

Tel: (214) 922-9806  
Fax: (214) 922-9815  
Internet: <http://www.canada-dallas.org>

*Territory:* Texas, Arkansas, Kansas, Louisiana, New Mexico, Oklahoma

*Office Hours:* Mon-Fri: 0830-1700

*Time Difference (E.S.T.):* -1

Mr. Jon Swanson  
Consul General

## **Business Development Division**

Mr. Graham Rush  
Consul and Senior Trade Commissioner  
Manager, Business Development Program  
E-mail: [graham.rush@dalas01.x400.gc.ca](mailto:graham.rush@dalas01.x400.gc.ca)

Ms. Céline Fittes  
Consul and Trade Commissioner  
(Bio-industries, medical/health care, business/professional services)  
E-mail: [celine.fittes@dalas01.x400.gc.ca](mailto:celine.fittes@dalas01.x400.gc.ca)

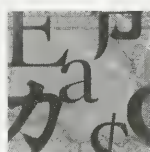
Mr. Scott Flukinger  
Business Development Officer  
(Energy and chemicals, transportation, environment)  
E-mail: [scott.flukinger@dalas01.x400.gc.ca](mailto:scott.flukinger@dalas01.x400.gc.ca)

Mr. Michael Mendoza  
Business Development Officer  
(Information technologies, aerospace/defence, education, security, advanced manufacturing)  
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Ms. Cate Lisak  
Business Development Officer  
(Agri-food, agricultural equipment, construction/architecture, resource/marine industries)  
E-mail: [cate.lisak@dalas01.x400.gc.ca](mailto:cate.lisak@dalas01.x400.gc.ca)

Ms. Gloria Coley  
Business Development Assistant  
(Giftware, visual arts and crafts, furniture)  
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Ms. Dorothy Campbell  
Business Development Assistant  
(Apparel)  
E-mail: [dorothy.campbell@dalas01.x400.gc.ca](mailto:dorothy.campbell@dalas01.x400.gc.ca)



## **Foreign clients often ask...**

*How would you describe the typical buyer, distributor, agent or partner you want to work with in your target market?*

Ms. Reah Reedy  
Business Development Assistant (Recreational goods, performing arts, publishing)  
E-mail: [reah.reedy@dalas01.x400.gc.ca](mailto:reah.reedy@dalas01.x400.gc.ca)

## **Detroit**

### **Canadian Consulate General**

*Street Address:*  
600 Renaissance Center,  
Suite 1100,  
Detroit, Michigan 48243-1798, U.S.A.

*Mailing Address:* (same as above)

Tel: (313) 567-2340  
Fax: (313) 567-2164  
Internet: <http://www.dfait-maeci.gc.ca/-detroit>

*Territory:* Michigan, Indiana, Kentucky, Ohio

*Office Hours:* Mon-Fri: 0830-1630

*Time Difference (E.S.T.):* 0

Mr. John Tennant  
Consul General

Mr. H.W. (Ray) Guy  
Consul and Senior Trade Commissioner  
(Customs Liaison)  
E-mail: [ray.guy@dtrot01.x400.gc.ca](mailto:ray.guy@dtrot01.x400.gc.ca)

## **Business Development Division**

Mr. Bob McNally  
Consul and Trade Commissioner (Aerospace industries, defence air force, sporting goods, furniture-residential)  
E-mail: [bob.mcnelly@dtrot01.x400.gc.ca](mailto:bob.mcnelly@dtrot01.x400.gc.ca)

Mr. Ralph Reich  
International Trade Officer (Advanced materials, plastics-non-automotive, industrial equipment and machinery, defence trade-army, material handling equipment, industrial process controls, factory monitoring systems)  
E-mail: [ralph.reich@dtrot01.x400.gc.ca](mailto:ralph.reich@dtrot01.x400.gc.ca)

Ms. Anne Cascadden  
International Trade Officer (Environmental services, furniture, apparel, consumer products, biotechnology, trading houses)  
E-mail: [anne.cascadden@dtrot01.x400.gc.ca](mailto:anne.cascadden@dtrot01.x400.gc.ca)

Ms. Margaret Baxter  
International Trade Officer  
(Automotive/heavy duty trucks, public transit equipment/service, industrial equipment/machinery-automotive, marine industries, plastics-automotive)  
E-mail: margaret.baxter@dtrot01.x400.gc.ca

Mr. Keith Jozwik  
International Trade Officer  
(Agriculture/food products, beverages, fisheries/sea products, packaging-industrial, agricultural machinery)  
E-mail: keith.jozwik@dtrot01.x400.gc.ca

Mr. Thomas Quinn  
International Trade Officer (Building materials/supplies, lumber/forestry products/machinery, professional services, hardware, housewares, industrial safety products, security products)  
E-mail: tom.quinn@dtrot01.x400.gc.ca

Ms. Nicole Hayley  
International Trade Officer (Advanced technology products, informatics/telecommunications, technology transfer, government procurement-non-defence)  
E-mail: nicole.hayley@dtrot01.x400.gc.ca

Mr. John Bufton  
Investment Officer (Investment development, corporate advocacy, strategic alliances)  
E-mail: john.bufton@dtrot01.x400.gc.ca

## Los Angeles

### Canadian Consulate General

*Street Address:*  
550 South Hope Street,  
9th Floor,  
Los Angeles, California 90071-2627, U.S.A.

*Mailing Address:* (same as above)

Tel: (213) 346-2700  
Fax: (213) 346-2767 (Trade)  
E-mail: congen@ix.netcom.com

*Territory:* California, Arizona, Hawaii, Nevada, Utah

*Office Hours:* Mon-Fri: 0830-1630 (Trade)

*Time Difference (E.S.T.):* -3

The Right Honourable Kim Campbell  
Consul General

Mr. James Leach  
Deputy Consul General and Senior Trade Commissioner  
E-mail: james.leach@lngls02.x400.gc.ca

### Business Development Division

Mr. Ron Merrick  
Consul and Trade Commissioner  
(Investment, technology transfer)  
E-mail: ron.merrick@lngls02.x400.gc.ca

Mr. Bernard E. Brandenburg  
Business Development Officer  
(Automotive/transportation products/services, oil and gas equipment/services, electrical equipment, offshore marine industries/services, power/energy production/distribution equipment/services, recreational marine products, manufacturing/industrial equipment/services)  
E-mail: bernard.brandenburg@lngls02.x400.gc.ca

Mr. Carl W. Light  
Business Development Officer (Agriculture, seafood, food/beverages, consumer products-apparel, furniture, jewellery, etc., food processing equipment/services, publishing/printed matter)  
E-mail: carl.light@lngls02.x400.gc.ca

Mr. Jeffrey L. Gray  
Business Development Officer (Aerospace/defence, electronics, telecommunications, security systems, robotics, geomatics, government procurement relations for non-defence products)  
E-mail: jeffrey.gray@lngls02.x400.gc.ca

Mr. Michael Pascal  
Business Development Officer  
(Environmental equipment/services, chemicals/petrochemicals, agricultural equipment, industrial/manufacturing equipment, machinery, process and systems, scientific instruments/test equipment)  
E-mail: michael.pascal@lngls02.x400.gc.ca

Mr. Thomas R. Palamides  
Business Development Officer (Information technologies incl. computer hardware/software, advanced industrial materials/manufacturing methods, biotechnology/pharmaceuticals, medical/diagnostic/health care products/equipment, education equipment/services, optical apparatus/instruments, veterinary products)  
E-mail: thomas.palamides@lngls02.x400.gc.ca



## Make personal visits

*Building business  
relationships in foreign*

*markets is best done face to face.  
Faxes and phone calls are great for  
follow-ups but nothing beats meeting  
in person.*

Mr. Brantley Haigh  
Business Development Officer (Construction equipment/services, home hardware/housewares, heating/ventilation/air-conditioning products/services, pool/spa products, pulp and paper, office products-paper only)  
E-mail: brantley.haigh@lngls02.x400.gc.ca

### San Francisco

Canadian Consulate Trade Office,  
555 Montgomery Street, 12th Floor,  
San Francisco, California 94111, U.S.A.

Tel: (415) 834-3180  
Fax: (415) 834-3189  
E-mail: general@cdntradesf.com  
Internet: <http://www.cdntrade.com>

Mr. Norman Lomow  
Consul and Senior Trade Commissioner  
(Investment, consulting services)

Mr. Shawn Wedick  
Consul and Trade Commissioner  
(Investment, consulting services)

Mr. Mark Ritchie  
Business Development Officer  
(Multimedia, environmental technology)  
E-mail: mritchie@cdntradesf.com

Mr. Andrew Thompson  
Business Development Officer (Cultural industries)  
E-mail: athompson@cdntradesf.com

### San Jose

Canadian Consulate Trade Office,  
333 West San Carlos Street, Suite 945,  
San Jose, California 95110, U.S.A.

Tel: (408) 289-1157  
Fax: (408) 289-1168  
E-mail: canadian@best.com  
Internet: <http://www.cdntrade.com>

Mr. Brian Cox  
Consul and Trade Commissioner  
(Information technologies, computer  
systems-software/services)

Mrs. Jeanie Weaver  
Business Development Officer  
(Telecommunications equipment/services,  
biotechnology, medical products)

## Minneapolis

### Canadian Consulate General

*Street Address:*  
Suite 900, 701 Fourth Avenue South,  
Minneapolis, Minnesota  
55415-1899, U.S.A.

*Mailing Address:* (same as above)

Tel: (612) 332-7486  
Fax: (612) 332-4061  
E-mail: td.mnpls@mnpls01.x400.gc.ca

*Territory:* Minnesota, Colorado, Iowa (except  
the Quad-Cities), Montana, Nebraska,  
North Dakota, South Dakota, Wyoming

*Office Hours:* Mon-Fri: 0830-1700

*Time Difference (E.S.T.):* -1

Mr. Robert Déry  
Consul General

Mr. Wayne Robinson  
Consul and Senior Trade Commissioner  
(Trade program management)

### Commercial Division

Mr. James Holt  
Consul and Trade Commissioner  
(Investment development, professional services)

Ms. Margaret L. Mearns  
Commercial Officer (Agri-food-incl. fish,  
building products, furniture)

Mr. Charles W. McGriff  
Commercial Officer (Advanced technologies,  
defence/aerospace, industrial products)

Ms. Dana S. Boyle  
Commercial Officer (Consumer products,  
aboriginal/first nations business)

Ms. Sonya Nicholson  
Commercial Officer (Medical, biotechnology,  
environment, natural resources, agricultural  
equipment)

Mr. Kent E. Jensen  
Senior Trade Assistant

Ms. Gayle Mohrbacker  
Trade Assistant

## New York

### Canadian Consulate General

*Street Address:*  
1251 Avenue of the Americas,  
New York City, New York 10020-1175, U.S.A.

*Mailing Address:* (same as above)

Tel: (212) 596-1628  
Fax: (212) 596-1793 (Commercial)  
E-mail: cngny@cngny01.x400.gc.ca  
Internet: <http://www.canada-ny.org>

*Territory:* Southern New York State,  
Connecticut, New Jersey; Other: Bermuda

*Office Hours:* Mon-Fri: 0845-1700

*Time Difference (E.S.T.):* 0

Mr. Michael B. Phillips  
Consul General

Mr. Dwayne Wright  
Deputy Consul General and Senior Trade  
Commissioner

### Business Development Division

#### —Trade

Mr. Matthew Toner  
Vice-Consul and Trade Commissioner  
(Information technologies, communications,  
entertainment; Bermuda)

Mr. Sameer Dhargalkar  
Commercial Officer  
(Fashion, consumer goods, furniture, giftware)

Mr. Donald H. Garretson, Jr.  
Commercial Officer (Agri-food, construction,  
industrial products, urban transportation)

Mr. Antonio (Tony) Raposo  
Commercial Officer (Information technologies,  
communications, entertainment)

Mr. Philip Wahba  
Commercial Officer  
(Life sciences, environmental services,  
biotechnology, medical devices)

### Investment and Corporate Liaison

Mr. David W. Shearer  
Consul and Senior Investment Advisor

Ms. Maria Christine Nemeth  
Investment Officer

## Princeton

Canadian Government Trade Office,  
90 Westcott Road,  
Princeton, New Jersey 08540, U.S.A.

Tel: (609) 252-0777  
Fax: (609) 252-0792

Mr. Donald Marsan  
Consul and Trade Commissioner

## Seattle

### Canadian Consulate General

*Street Address:*  
412 Plaza 600, Sixth and Stewart Streets,  
Seattle, Washington 98101-1286, U.S.A.

*Mailing Address:* (same as above)

Tel: (206) 443-1777  
Fax: (206) 443-9662/443-9735  
E-mail: seacons@seattle-consulate.org

*Territory:* Washington, Alaska, Idaho, Oregon

*Office Hours:* Mon-Fri: 0800-1630

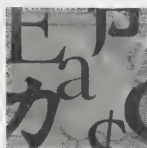
*Time Difference (E.S.T.):* -3

Mr. Roger Simmons  
Consul General

Mr. Rod Johnson  
Consul and Senior Trade Commissioner  
(Investment, technology transfer, intellectual  
property)

### Business Development Division

Ms. Kathryn Burkell  
Consul and Trade Commissioner  
(Aerospace/transportation industries,  
advanced materials)



## Foreign clients often ask...

*Which countries or  
regional markets (e.g. Northwestern  
U.S.) are you targeting and why?  
What do you know about your target  
market?*



Mr. Douglas D. McCracken  
Business Development Officer  
(Information technologies, agri-food/  
fisheries industries)

Mrs. Jane Hardessen-Shaw  
Business Development Officer  
(Health/life sciences, environment, cultural  
industries)

Mr. James P. Sheehan  
Business Development Officer  
(Forests, instrumentation/control, geomatics,  
building products)

Ms. Helen Raiswell  
Business Development Officer  
(Consumer products, strategic alliances)

### U.S. Virgin Islands

see United States (Atlanta)

### Uruguay (Eastern Republic of)

#### Canadian Embassy

##### Street Address:

Suite 1105,  
Plaza Cagancha 1335,  
11000 Montevideo, Uruguay

*Mailing Address:* (same as above)

Tel: (011-598-2) 92-20-30  
Fax: (011-598-2) 92-20-29  
E-mail: mvdeo@micro.x400.gc.ca

*Office Hours:* Mon-Thurs: 0830-1730;  
Fri: 0830-1400

*Major Holidays:* (1998/99) Oct 12, Nov 11,  
Dec 25-28; Jan 1, Jan 6, Apr 2-5, July 1,  
Aug 25, Oct 11, Nov 2, Dec 27-28

*Time Difference (E.S.T.):* +1

Mr. Brian Northgrave  
Ambassador

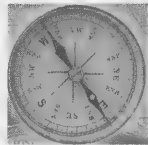
Mr. Steve Côté  
Second Secretary and Consul

### Uzbekistan (Republic of)

see Russia (Moscow)

### Vanuatu (Republic of)

see Australia (Canberra)



### Set realistic expectations

#### Developing foreign

*markets is a long-term commitment.  
It takes time, effort and money. Make  
sure senior management is committed.  
Be prepared for the long haul and make  
perseverance your critical success factor.*

### Venezuela (Republic of)

#### Canadian Embassy

##### Street Address:

Calle Los Chaguaramos,  
Centro Gerencial Mohedano, Ph, C-D,  
La Castellana,  
Caracas, Venezuela

##### Mailing Address:

Apartado Postal 62.302,  
Caracas 1060-A, Venezuela

Tel: (011-58-2) 263-4666/261-1414/261-3270

Fax: (011-58-2) 263-5349

E-mail: crcas@crcas01.x400.gc.ca

*Territory:* Venezuela, Dominican Republic,  
Netherland Antilles-Aruba, Curaçao,  
Bonaire, Saba, St. Eustache, St. Maarten

*Office Hours:* Mon-Thurs: 0730-1630;  
Fri: 0730-1300

*Major Holidays:* (1998/99) Oct 12, Nov 11,  
Dec 25; Jan 1, Feb 22-23, Apr 2-5, June 24,  
July 23, Oct 11, Nov 11, Dec 27

*Time Difference (E.S.T.):* +1

Mr. Allan J. Stewart  
Ambassador

Mr. Jacques H. Desjardins  
Commercial Counsellor and Consul  
(Finance/banking, investment)  
E-mail: jacques.desjardins@crcas01.x400.gc.ca

Mr. David McKenzie  
Third Secretary and Vice-Consul  
(Oil and gas, chemical products)  
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Mr. David Ramírez  
Senior Commercial Officer (Agri-food,  
fisheries, sea products, grains and oilseeds)  
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Mr. Victor Stott  
Commercial Officer (Defence products,  
communications, informatics, electronics,  
transportation)  
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Mrs. Daniela Oyaque  
Commercial Officer (Consumer products,  
medical/health care, service industries,  
environment)  
E-mail: daniela.oyaque@crcas01.x400.gc.ca

Mr. José Páez  
Commercial Officer  
(Mining/metals/minerals, forest products,  
power/energy, construction, industrial  
machinery)  
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Mrs. Elvira Dentes  
Senior Commercial Assistant

Mrs. Eneida Sánchez  
Commercial Assistant

Ms. Nancy Cozzolino  
Commercial Assistant

### Vietnam (Socialist Republic of)

#### Hanoi

#### Canadian Embassy

##### Street Address:

31 Hung Vuong Street,  
Hanoi, Vietnam

*Mailing Address:* (same as above)

Tel: (011-844) 823-5500  
Fax: (011-844) 823-5351

*Major Holidays:* (1998/99) Oct 12, Dec 25-28;  
Jan 1, Feb 10, Apr 7, Apr 30, July 1, Sept 1,  
Oct 11, Dec 27-28

*Time Difference (E.S.T.):* +11/+12

Mr. Marius Grinius  
Ambassador

Mr. David C. Dix  
Counsellor (Commercial)

Mr. Tran Tuan Dung  
Commercial Officer

Mr. Ngo Duc Thuan  
Commercial Officer

## Ho Chi Minh City

### Consulate General of Canada

*Street Address:*

203 Dong Khoi Street,  
Suite 102,  
District 1,  
Ho Chi Minh City, Vietnam

*Mailing Address:* (same as above)

Tel: (011-848) 824-2000  
Fax: (011-848) 829-4528

*Territory:* Ho Chi Minh City and southern region

*Major Holidays:* (1998/99) Oct 12, Dec 25-28;  
Jan 1, Feb 15-18, Apr 30, May 3, July 1,  
Sept 2, Oct 11, Dec 24-27

*Time Difference (E.S.T.):* +11/+12

Ms. Sara S. Hradecky  
Consul General

Ms. Bonny R. Berger  
Trade Commissioner and Vice-Consul  
E-mail: bonny.berger@micro.x400.gc.ca

Mr. Huynh Trung Nhan  
Commercial Officer  
E-mail: trungnhan.huynh@micro.x400.gc.ca

Ms. Natalie Molson  
Commercial Assistant

### Western Samoa (Independent State of)

see New Zealand

### World Trade Organization (WTO)

#### Permanent Mission of Canada to the World Trade Organization

*Street Address:*

1, rue du Pré-de-la-Bichette,  
1202 Geneva, Switzerland

*Mailing Address:* (same as above)

Tel: (011-41-22) 919-9200  
Fax: (011-41-22) 919-9290  
E-mail: gvwto.genev@genev01.x400.gc.ca

*Responsibilities:* Representation of Canadian trade policy interests. The Canadian Embassy in Berne is responsible for assisting Canadian companies interested in the Swiss market; the Canadian mission in Geneva is responsible for assisting Canadian companies pursuing procurement opportunities with the United Nations and related international agencies.

*Office Hours:* Mon-Fri: 0830-1730

*Major Holidays:* (1998/99) Dec 25-28; Jan 1,  
Apr 2-5, May 13, May 24, July 1, Sept 6,  
Dec 27-28

*Time Difference (E.S.T.):* +6

Mr. John M. Weekes  
Ambassador and Permanent Representative

Ms. Elaine Feldman  
Minister and Deputy Permanent Representative

Mr. Randle Wilson  
Counsellor (Agriculture)

Mr. Paul Robertson  
Counsellor

Mrs. Patricia Sagar  
Counsellor

Mr. A.R. (Sandy) Moroz  
First Secretary

Mr. Quan-Ling Sim  
First Secretary

Mr. Martin Loken  
First Secretary

Mr. Brendan McGivern  
First Secretary

Mrs. Lyne-Marie Tremblay  
Second Secretary (UN and related agency  
procurement)

### Yemen (Republic of)

see Saudi Arabia

### Yugoslavia (Federal Republic of)

#### Canadian Embassy

*Street Address:*

Kneza Milosa 75,  
11000 Belgrade, Yugoslavia

*Mailing Address:* (same as above)

Tel: (011-381-11) 644-666  
Fax: (011-381-11) 641-480

*Territory:* Yugoslavia, the Former Yugoslav Republic of Macedonia

*Office Hours:* Mon-Fri: 0800-1600

*Major Holidays:* (1998/99) Oct 12, Nov 30,  
Dec 25-28; Jan 1, Jan 7, Apr 2-5, May 24,  
July 1, Sept 6, Oct 11, Nov 29, Dec 27-28

*Time Difference (E.S.T.):* +6

Mr. Raphaël Girard  
Ambassador

Mrs. Djurdja Ceramilac  
Commercial Officer  
E-mail: djurdja.ceramilac@bgrad01.x400.gc.ca

Miss Tatjana Grujicic  
Commercial Assistant  
E-mail: tatjana.grujicic@bgrad01.x400.gc.ca

### Zaire (former)

see Democratic Republic of Congo

### Zambia (Republic of)

#### Canadian High Commission

*Street Address:*

5199 United Nations Avenue,  
(Longacres Area),  
Lusaka, Zambia

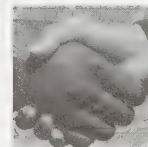
*Mailing Address:*

P.O. Box 31313,  
Lusaka, Zambia

Tel: (011-260-1) 250833  
Fax: (011-260-1) 254176  
E-mail: lsaka@paris03.x400.gc.ca

*Territory:* Zambia, Malawi

*Office Hours:* Mon-Thurs: 0800-1600;  
Fri: 0800-1330



### Ask your Trade Commissioner for...

#### Face-to-face Briefing —

*One of our officers will meet with you personally to discuss the most recent developments in your target market and your future needs. Simply notify our office of your visit at least two weeks before your departure.*

*Major Holidays:* (1998/99) Dec 25-28; Jan 1, Mar 12, Apr 2-5, May 24, July 5-6, Aug 2, Oct 25, Dec 27

*Time Difference (E.S.T.):* +7

Ms. Dilys Buckley Jones  
High Commissioner

Mr. Karim Amégan  
Second Secretary

Mrs. Shilpa Patel  
Commercial Officer  
E-mail: shilpa.patel@paris03.x400.gc.ca



### **Gear up for demand**

*Be prepared to meet the increased demand from a successful foreign sale. Don't forget to plan how you will adapt your products or services to the needs and tastes of the target market.*

## **Zimbabwe (Republic of)**

### **Canadian High Commission**

*Street Address:*

45 Baines Avenue,  
Harare, Zimbabwe

*Mailing Address:*

P.O. Box 1430,  
Harare, Zimbabwe

Cable: CANAD HARARE

Tel: (011-263-4) 733-881

Telex: (Destination code 907) 24465  
(24465 CANADA ZW)

Fax: (011-263-4) 732-917

*Territory:* Zimbabwe, Angola, Botswana,  
Mozambique

*Office Hours:* Mon, Tues, Wed, Thurs:  
0730-1630; Fri: 0730-1200

*Major Holidays:* (1998/99) Dec 25-28; Jan 1,  
Apr 2-5, May 24, Aug 11-12, Dec 27-28

*Time Difference (E.S.T.):* +6

Ms. Anne Charles  
High Commissioner

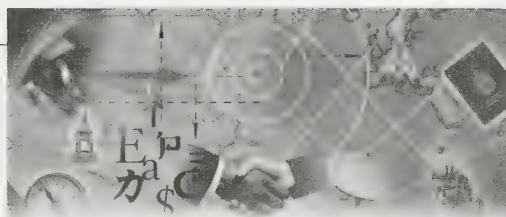
Mr. Ron Wilson  
Counsellor  
E-mail: ron.wilson@hrare01.x400.gc.ca

Miss Lee-Anne Hermann  
Second Secretary  
E-mail: lee-anne.hermann@hrare01.x400.gc.ca

Miss Shumirai Chimombe  
Commercial Officer  
E-mail: shumirai.chimombe@hrare01.x400.gc.ca

Miss Petronella Darangwa  
Commercial Assistant  
E-mail: petronella.darangwa@hrare01.x400.gc.ca





## INTERNATIONAL ORGANIZATIONS

The activities of a large number of international organizations provide substantial procurement opportunities for Canadian exporters. Most prominent among these institutions are the World Bank and a number of regional development banks which together lend more than US\$40 billion per year for development projects in developing countries. A number of specific agencies of the United Nations also provide opportunities for Canadian suppliers and consultants, who are experienced exporters. These contracts are usually awarded to companies who have international experience.

The most significant of these institutions are listed below. For additional information on specific procurement activities and bidding guidelines, please refer to the DFAIT's IFInet Web site ([www.dfait-maeci.gc.ca/ifinet](http://www.dfait-maeci.gc.ca/ifinet)). Overseas Trade Commissioners will also have responsibility for monitoring specific institutions. The corresponding mission, therefore, is provided in the list that follows:

The Asian Development Bank

- see Phillipines

The African Development Bank

- see Côte d'Ivoire

The Caribbean Development Bank

- see Barbados

The European Bank for Reconstruction and Development

- see Britain

FAO/Food and Agriculture Organization of the United Nations

- see Italy

IAPSO/Interagency Procurement Services Office

- see Denmark

IBD/Inter-American Development Bank

- see Washington, D.C. (U.S.A.)

OLIFI/Office for Liaison with International Financial Institutions

- see Washington, D.C. (U.S.A.)

PAHO/Pan-American Health Organization

- see Washington, D.C. (U.S.A.)

UNOPS/United Nations Office for Project Services

- see United Nations

UNDP/United Nations Development Program and  
UNPDT/United Nations Purchase and Transportation  
Service

- see United Nations

UNPFA/United Nations Population Fund

- see United Nations

UNICEF/United Nations International Childrens  
Emergency Fund

- see Denmark

UNHCR/United Nations High Commissioner for Refugees

- see Switzerland

World Bank Group

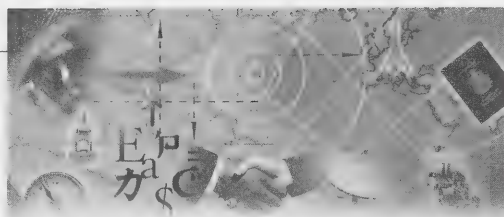
- see Washington, D.C. (U.S.A.)

WFP/World Food Program

- see Italy

WHO/World Health Organization

- see Switzerland



## HONORARY CONSULS

Canadian business travellers can obtain urgent consular assistance from honorary consuls whose names, addresses and telephone numbers are listed below. For trade enquiries, please first contact the supervising mission noted in brackets.

### **ANGOLA, LUANDA**

(Zimbabwe, Harare)  
Cain, Mr. Allan  
Consulate of Canada  
113 Rei Katavala Street  
Luanda, Angola  
Tel: (011-244-2) 34-83-71  
Fax: (011-244-2) 34-94-94

### **ARMENIA, YEREVAN**

(Russia, Moscow)  
Emin, Mr. Artashes  
Consulate of Canada  
#21, 25 Demirjian Street  
Yerevan, Armenia  
Tel: (011-3741) 401-238  
Fax: (011-3742) 56 79 03

### **AUSTRALIA, MELBOURNE**

(Australia, Canberra)  
Moore, Mr. Thomas M.  
Consulate of Canada  
123 Camberwell Road  
Hawthorn East  
Victoria 3123, Australia  
Tel: (011-61-03) 9811 9999  
Fax: (011-61-03) 9811 9969

### **AUSTRALIA, PERTH**

(Australia, Canberra)  
Blake, Mr. Roger B.  
Consulate of Canada  
267 St. George's Terrace  
Perth, Western Australia 6000  
Australia  
Tel: (011-61-8) 9322-7930  
Fax: (011-61-8) 9261-7706

### **BAHAMAS, NASSAU**

(Jamaica, Kingston)  
Nihon, Mr. Robert A.  
Brooks, Mrs. Monique (Vice-Consul)  
Consulate of Canada  
Nassau, The Bahamas  
Postal Address:  
Box 55-6371  
Nassau, The Bahamas  
Tel: (1-242) 393-2123/393-2124  
Fax: (1-242) 393-1305

### **BELIZE, BELIZE CITY**

(Jamaica, Kingston)  
Young, Mr. Lester  
Consulate of Canada  
83 North Front Street  
Belize City, Belize  
Postal Address:  
P.O. Box 610  
Belize City, Belize  
Tel: (1-501-2) 33722  
Fax: (1-501-2) 30060

### **BOLIVIA, LA PAZ**

(Peru, Lima)  
Ardur, Mr. Hector  
Consulate of Canada  
2475 20 de Octubre Avenue  
Plaza Avaroa Sopocach  
La Paz, Bolivia  
Postal Address:  
P.O. Box 10345  
La Paz, Bolivia  
Tel: (011-591-2) 431 215  
Fax: (011-591-2) 432 330

### **BOTSWANA, GABORONE**

(Zimbabwe, Harare)  
Bookbinder, Ms. Anne  
Consulate of Canada  
Plot 183, Queens Road  
Gaborone, Botswana  
Postal Address:  
P.O. Box 1009  
Gaborone, Botswana  
Tel: (011-267) 30-44-11  
Fax: (011-267) 30-44-11

### **BRAZIL, BELO HORIZONTE**

(Brazil, Brasília)  
Taveira, Mr. Walter  
Consulate of Canada  
Rua Taraiba, Room 1122, 9th Floor  
30-130-918 Belo Horizonte, Brazil  
Tel: (011-55-31) 239-8618  
Fax: (011-55-31) 239-8789

### **BRAZIL, RIO DE JANEIRO**

(Brazil, São Paulo)  
Delmar, Ms. Jacky  
Consulate of Canada  
Rua Lauro Muller, 116  
Room 2707, Torre Rio Sul-Botafogo  
22290-116 Rio de Janeiro, R.J., Brazil  
Tel: (011-55-21) 542-9297/275-2039/275-5397  
Fax: (011-55-21) 275-2195

### **BRAZIL, SALVADOR**

(Brazil, Brasília)  
Lavallee, Dr. Maciel  
Consulate of Canada  
Av. Presidente Vargas, 2400  
Flat 311  
40170-010 Salvador, Bahia, Brazil  
Tel: (011-55-71) 331-0064  
Fax: (011-55-71) 203-8271

**BULGARIA, SOFIA**

(Romania, Bucharest)  
 Hampartzoumian, Mr. Levon  
 Consulate of Canada  
 c/o Price Waterhouse Coopers  
 2 Serdika Street  
 1000 Sofia, Bulgaria  
 Tel: (011-359-2) 980-8884  
 Fax: (011-359-2) 980-0404

**CAMEROON, DOUALA**

(Cameroon, Yaoundé)  
 Le Guerrier, Mr. Luc  
 Consulate of Canada  
 c/o PRO-PME  
 Avenue de Gaulle 1726  
 Bonanjo, Douala, Cameroon  
 Postal Address:  
 P.O. Box 2373  
 Douala, Cameroon  
 Tel: (011-237) 43-29-34  
 Fax: (011-237) 42-31-09

**CENTRAL AFRICAN REPUBLIC,  
BANGUI**

(Cameroon, Yaoundé)  
 Ferland, Mr. Richard  
 Consulate of Canada  
 B.P. 973 Quartier Assana  
 Bangui, Central African Republic  
 Tel: (011-236) 61-09-73  
 Fax: (011-236) 61-40-74

**CHILE, CONCEPCIÓN**

(Chile, Santiago)  
 Trucco, Mr. Fernando Burrows  
 Consulate of Canada  
 Caupolicán 245, Chiguayante  
 Concepción, Chile  
 Postal Address:  
 P.O. Box 425  
 Concepción, Chile  
 Tel: (011-56-41) 36-75-53  
 Fax: (011-56-41) 36-81-85

**COLOMBIA, CARTAGENA**

(Colombia, Bogota)  
 Mendez, Mrs. Zillah E.  
 Consulate of Canada  
 Edificio Punta Gigante  
 Oficina 201  
 Santo Domingo #33-08  
 Cartagena, ColOmbia  
 Tel: (011-57-5) 664-7393  
 Fax: (011-57-5) 664-7393

**CUBA, VARADERO**

(Cuba, Havana)  
 Vacant  
 Consulate of Canada  
 Varadero, Cuba  
 Tel:  
 Fax:

**CYPRUS, NICOSIA**

(Syria, Damascus)  
 Ioannides, Mr. Michael  
 Consulate of Canada  
 Margarita House, Suite 403  
 15 Themistocles Dervis Street  
 Nicosia, Cyprus  
 Postal Address:  
 P.O. Box 2125  
 Nicosia, Cyprus  
 Tel: (011-357-2) 451-630  
 Fax: (011-357-2) 473-902

**DJIBOUTI, DJIBOUTI**

(Ethiopia, Addis Ababa)  
 Georgalis, Dr. Nicolas  
 Consulate of Canada  
 Place la Garde BDMO  
 Djibouti, Djibouti  
 Postal Address:  
 P.O. Box 1188  
 Djibouti, Djibouti  
 Tel: (011-253) 35 38 59  
 Fax: (011-253) 35 00 14

**DOMINICAN REPUBLIC,  
PUERTO PLATA**

(Venezuela, Caracas)  
 Hall, Mr. Timothy  
 Consulate of Canada  
 Calle San Felipe, 29  
 Puerto Plata, Dominican Republic  
 Tel: (1-809) 586-5761  
 Fax: (1-809) 586-5762

**ECUADOR, GUAYAQUIL**

(Ecuador, Quito)  
 Echeverria, Mr. Felipe José Costa  
 Consulate of Canada  
 Avenida General Cordova 810 y  
 Victor Manuel Rendon  
 Edificio Torres de la Merced, 4th Floor  
 Guayaquil, Ecuador  
 Tel: (011-593-4) 563-580/253-850  
 Fax: (011-593-4) 314-562

**EGYPT, ALEXANDRIA**

(Egypt, Cairo)  
 Khairy, Ahmed Mohamed Mahmoud  
 Consulate of Canada  
 Arab Express Shipping Co.  
 59 El Horria Street  
 Alexandria, Egypt  
 Tel: (011-203) 490-9595  
 Fax: (011-203) 490-9696

**ERITREA, ASMARA**

(Ethiopia, Addis Ababa)  
 Kusmu, Mr. Mulugheta  
 Consulate of Canada  
 Andnet Street #87 and #89  
 Asmara, Eritrea  
 Postal Address:  
 P.O. Box 3962  
 Asmara, Eritrea  
 Tel: (011-291-1) 18-19-40  
 Fax: (011-291-1) 18-19-63/18-42-41

**FIIJI, SUVA**

(New Zealand, Wellington)  
 Sharp, Mr. Ralph William  
 Consulate of Canada  
 Nadi Airport, Fiji  
 Postal Address:  
 P.O. Box 10690  
 Nadi Airport, Fiji  
 Tel: (011-679) 721-936  
 Fax: (011-679) 750-666

**FRANCE, LYON**

(France, Paris)  
 Dubois, Mr. Michel M.  
 Consulate of Canada  
 Institut Marcel Mérieux  
 21, rue Bourgelat  
 69002 Lyon, France  
 Tel: (011-33-4) 72-77-64-07  
 Fax: (011-33-4) 72-77-65-09



**FRANCE, NICE**

(France, Paris)  
Felizzola, Ms. Michèle  
Consulate of Canada  
c/o Agence de Voyages French Med'Tours  
64 Jean Médecin Avenue  
06000 Nice, France  
Tel: (011-33-4-93) 92 93 22  
Fax: (011-33-4-93) 92 55 51

**FRANCE, SAINT-PIERRE AND MIQUELON**

(France, Paris)  
Park, Mr. Félix  
Consulate of Canada  
16 rue Jacques Debon  
B.P. 4370  
Saint-Pierre-et-Miquelon F-97500  
Tel: (011-508) 41-55-10  
Fax: (011-508) 41-55-10

**FRANCE, STRASBOURG**

(France, Paris)  
Hetzel, Mr. Jean-Jacques  
Consulate of Canada  
Polymeres France  
Ried Street  
67610 La Wantzenau, France  
Postal Address:  
Polysar France  
P.O. Box 17  
67610 La Wantzenau, France  
Tel: (011-33-3-88) 96-65-02  
Fax: (011-33-3-88) 96-25-17

**FRANCE, TOULOUSE**

(France, Paris)  
Guibert, Mr. Jacques  
Consulate of Canada  
30 Strasbourg Boulevard  
Toulouse, France  
Postal Address:  
P.O. Box 138  
31014 Toulouse, France  
Tel: (011-33-5) 61-99-30-16  
Fax: (011-33-5) 62-73-52-99

**GERMANY, STUTTGART**

(Germany, Bonn)  
Schweiker, Mr. Theo R.  
Consulate of Canada  
Lange Strasse 51  
D-70174 Stuttgart, Germany  
Tel: (011-49-711) 223-9678  
Fax: (011-49-711) 223-9679

**GREECE, THESSALONIKI**

(Greece, Athens)  
Yakoumis, Mr. Konstantionos A.  
Consulate of Canada  
c/o The Bank of Nova Scotia  
17, Tsimiski Street  
Thessaloniki, Greece  
Tel: (011-30-031) 256-350  
Fax: (011-30-031) 256-351

**GREENLAND, NUUK**

(Denmark, Copenhagen)  
Danielsen, Mr. Lars Peter  
Consulate of Canada  
Groenlandsfly A/S  
3900 Nuuk, Greenland  
Postal Address:  
P.O. Box 1012  
3900 Nuuk, Greenland  
Tel: (011-299) 28888  
Fax: (011-299) 3272288

**ICELAND, REYKJAVIK**

(Norway, Oslo)  
Bergs, Mr. Jon H.  
Agustdottir, Ms. Krystbjorg (Vice-Consul)  
Consulate General of Canada  
Suðurlandsbraut 10  
108 Reykjavik, Iceland  
Postal Address:  
P.O. Box 8094  
128 Reykjavik, Iceland  
Tel: (011-354-5) 68-08-20  
Fax: (011-354-5) 68-08-99

**INDIA, CALCUTTA**

(India, New Delhi)  
Goenka, Mr. Sanjiv  
Consulate of Canada  
c/o RPG Enterprises  
Duncan House, 31 Netaji Subhas Road  
Calcutta 700 001, West Bengal, India  
Tel: (011-33) 242-6820/242-6821  
Fax: (011-33) 242-6828

**INDIA, MADRAS (CHENNAI)**

(India, New Delhi)  
Srinivasan, Mr. Venkataram  
Consulate of Canada  
Dhun Building, 3rd Floor  
827 Anna Salai  
Mount Road  
Chennai 600 002, India  
Tel: (011-91-44) 852-9818  
Fax: (011-91-44) 852-9818

**INDONESIA, EAST JAVA, SURABAYA**

(Indonesia, Jakarta)  
Markus, Mr. Alim  
Consulate of Canada  
c/o P.T. Maspion  
Head Office  
JL. Kembang Jepun, No. 38-40  
Surabaya, East Java, Indonesia  
Tel: (011-61-31) 354-4330  
Fax: (011-61-31) 354-4331

**IRELAND (NORTHERN), BELFAST**

(Britain, London)  
Rankin, Ms. Jeanne Marie  
Consulate of Canada  
378 Stranmillis Road  
Belfast, Northern Ireland  
BT9 5EU  
Tel: (011-44-1232) 660-212  
Fax: (011-44-1232) 687-798

**ITALY, SULMONA**

(Italy, Rome)  
Leone, Ms. Laureano  
Consulate of Canada  
Via Panfilo Mazara 26  
67039 Sulmona (Aquila), Italy  
Tel: (011-39-0864) 212341  
Fax: (011-39-0864) 210158

**JAMAICA, MONTEGO BAY**

(Jamaica, Kingston)  
Crichton, Ms. Lillian Jean  
Consulate of Canada  
29 Gloucester Street  
Montego Bay, Jamaica  
Tel: (1-876) 952-6198  
Fax: (1-809) 952-3953

## **JAPAN, HIROSHIMA**

(Japan, Tokyo)  
Tada, Mr. Koki (Consul)  
Uemura, Yoshiki (Vice-Consul)  
Consulate of Canada  
c/o Chugoku Electric Power Co. Inc.  
4-33 Komachi, Naka-ku  
Hiroshima City, Hiroshima, Japan 730  
Tel: (011-81-82) 246-0057  
Fax: (011-81-82) 246-0057

## **JAPAN, SAPPORO**

(Japan, Tokyo)  
Morihana, Mr. Takeyoshi (Consul)  
Hasegawa, Keisuke (Vice-Consul)  
Consulate of Canada  
c/o The Hokkaido Bank Ltd.  
1-banchi, Nishi 4-chome  
Oldori, Chuo-ku  
Sapporo City, Hokkaido, Japan 060  
Tel: (011-81-11) 219-0617  
Fax: (011-81-11) 219-0617

## **JAPAN, SENDAI**

(Japan, Tokyo)  
Akema, Mr. Teruyuki (Consul)  
Saito, Shigeo (Vice-Consul)  
Consulate of Canada  
c/o Tohoku Electric Power Co. Inc.  
3-7-1 Ichibancho, Aoba-ku  
Sendai City, Miyagi, Japan 980  
Tel: (011-81-22) 268-5030  
Fax: (011-81-22) 268-5030

## **KOREA, PUSAN**

(Korea, Seoul)  
Koo, Mr. Hyung-Woo  
Consulate of Canada  
c/o Bumin Mutual Savings and Finance Corp.  
Suite 32-1, 2-GA  
Daecheung-Dong, Chung-Ku  
Pusan, Korea  
Tel: (011-8251) 246-3205  
Fax: (011-8251) 247-8443

## **KYRGYZ, BISHKEK**

(Kazakhstan, Almaty)  
Tazabekov, Mr. Marat  
Consulate of Canada  
Moskovskaya Avenue 189  
720010, Bishkek, Kyrgyz Republic  
Tel: (011-7-3312) 650202  
Fax: (011-7-3312) 650204

## **LESOTHO, MASERU**

(South Africa, Pretoria)  
Bam, Mr. Zalisiwonga Mini  
Consulate of Canada  
Maseru Book Centre Kingsway, 1st Floor  
Maseru, Lesotho  
Postal Address:  
P.O. Box 1165  
Maseru 100, Lesotho  
Tel: (011-266) 311-256  
Fax: (011-266) 311-256

## **LUXEMBOURG, LUXEMBOURG**

(Belgium, Brussels)  
Krier, Mr. Pierre  
Consulate of Canada  
16, rue Eugene Rupport  
L-1014 Luxembourg, Luxembourg  
Postal Address:  
B.P. 1443  
L-1014 Luxembourg, Luxembourg  
Tel: (011-35-2) 40-24-20-1  
Fax: (011-35-2) 49-48-48-2900

## **MADAGASCAR, ANTANANARIVO**

(Tanzania, Dar-es-Salaam)  
Lachapelle, Mr. Serge Pierre  
Consulate of Canada  
c/o QIT-Madagascar Minerals Ltd.  
Villa Paule Androhibe  
Lot II-M62C  
Villa 3H Ivandry  
Antananarivo 101, Madagascar  
Postal Address:  
P.O. Box 4003  
Antananarivo 101, Madagascar  
Tel: (011-261-2) 425-59  
Fax: (011-261-2) 425-06

## **MALAWI, BLANTYRE-LIMBE**

(Zambia, Lusaka)  
Okhai, Mr. Kassam  
Consulate of Canada  
P.O. Box 51146  
Blantyre-Limbe, Malawi  
Tel: (011-265) 645-441/645-269/644-822  
Fax: (011-265) 645-004/652-298

## **MALAYSIA, KUCHING**

(Malaysia, Kuala Lumpur)  
Gardner, Mr. Robert  
Consulate of Canada  
Cardama Sdn Bhd  
12-B Wisma Ting Pek Khing  
#1 Jalan Padungan  
93100 Kuching, Sarawak, Malaysia  
Tel: (011-60-82) 237 000  
Fax: (011-60-82) 414 333

## **MALTA, VALLETTA**

(Italy, Rome)  
Demajo, Mr. Joseph M.  
Consulate of Canada  
Demajo House  
103 Archbishop Street  
Valletta, Malta  
Tel: (011-356) 233-121/6  
Fax: (011-356) 243-147

## **MAURITANIA, NOUAKCHOTT**

(Senegal, Dakar)  
Taya, Ms. Jemila  
Consulate of Canada  
Plot C, Villa No. 455  
Nouakchott, Islamic Republic of Mauritania  
Tel: (011-222-2) 515-42  
Fax: (011-222-2) 576-10

## **MAURITIUS, PORT LOUIS**

(South Africa, Pretoria)  
Birger, Mr. Philippe Marc  
Consulate of Canada  
18 Jules Koeing Street  
c/o Blanche Birger Co. Ltd.  
Port Louis, Mauritius  
Postal Address:  
P.O. Box 209  
Port Louis, Mauritius  
Tel: (011-230) 212-5500  
Fax: (011-230) 208-3391

**MEXICO, ACAPULCO**

(Mexico, Mexico City)  
de Huerta, Mrs. Diane Mclean  
Consulate of Canada  
Centro Commercial Marbella  
Local 23  
esq. Prolongacion Farallon y Miguel Aleman  
Acapulco, Guerrero, Mexico  
Postal Address:  
Apartado Postal 94-C  
39670 Acapulco, Guerrero, Mexico  
Tel: (011-52-74) 84-1305  
Fax: (011-52-74) 84-1306

**MEXICO, CANCÚN**

(Mexico, Mexico City)  
Lavoie, Mr. Daniel  
Consulate of Canada  
Plaza Caracol 11  
Local 330 Ber. Piso  
Zona Hotelera  
77500 Cancún, Quintana Roo, Mexico  
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